Board of Trade Journal

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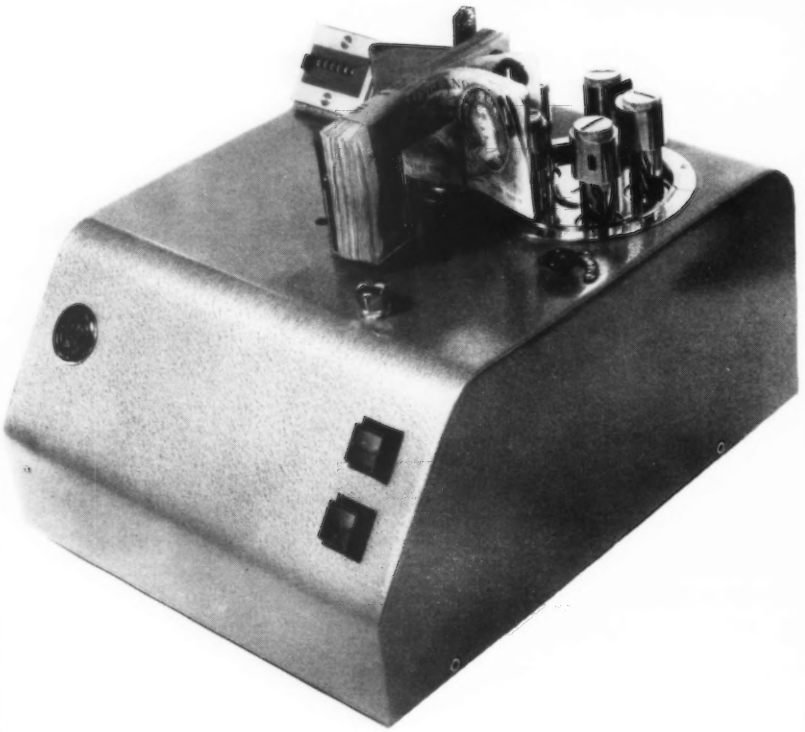

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Board of Trade Journal

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Front cover photograph

The cage grid of a powerful radio broadcast valve is lined up by technician Arthur White at the Paignton, Devon, works of Standard Telephones and Cables Limited. STC's Paignton production lines employ 2,500 men and women. The plant is a key exporter in the vital field of electronic components: high quality and high value tubes, capacitors and thin-film circuits are shipped from here to the United States, Brazil, Scandinavia, Italy, Spain, Australia, South Africa, India and many European countries.

SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS

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What is a Catalyst?

And how does it work?

Catalysts are one of the great problem children of modern research. As any scientist and a good many laymen know: catalysts promote chemical reactions without themselves being consumed.

But most of the time we don't really know how they work.

In the Gas Council's Basic Research Laboratories at Fulham, headed by Doctor John Gray, a team of young scientists is trying to find out. They include nine Ph.D's in Physical Chemistry, all under 32. Three of them have worked abroad and returned to Britain, reversing the direction of the so-called "brain drain." They and their supporting staff are aided in their work for the gas industry by some of the most advanced equipment. Mass-spectrometry, infra-red spectrometry, gas chromatography and the use of radio-active tracers are among the routine techniques employed.

The Basic Research Group at Fulham was founded three years ago—and is growing rapidly. In addition to work on catalysis the group is studying a variety of basic problems, the solution of which will help the gas industry to meet the increasing heat demands of Britain.

In today's high speed world . . . the gas industry thinks of tomorrow

GOVERNMENT SERVICES FOR EXPORTERS (10)

How commercial officers can help the exporter

By B. C. HARRIES, British Trade Commissioner, Montreal, Canada

TRADE RELATIONS nowadays are an important part of a British diplomat's activity. As long ago as 1886 an inquiry by the Foreign Secretary brought clear recognitions of the duty of overseas officers to look after our commercial interests, the reorganization of the system of commercial reports by overseas officers, and the setting up of the *Board of Trade Journal* to publish regular commercial intelligence from overseas, some of which had only been published intermittently or in the *London Gazette*.

The establishment of an organized official commercial service overseas, however, stems only from the early part of this century. It was about this time that the title 'Trade Commissioner' was introduced. One of the first men to hold this title was appointed to Montreal in 1908. Subsequently other posts were established in Canada and elsewhere, but it was not until after the Second World War that successive Governments encouraged the establishment of a more elaborate service overseas to further our trade interests.

New posts were established throughout the world to deal specifically with trade promotion, and existing posts were built up to give a wider service to exporters. In more recent times the Plowden Committee, which advised the integration of all overseas services (political, trade and information) into what is now Her Majesty's Diplomatic Service, placed particular emphasis in its report on the responsibility of the new Service for promotion of Britain's trade, which is regarded as a first charge on the resources of the new Service.

Canada as an illustration

Today, to take Canada as an illustration, British official trade representation covers the country from the Atlantic to the Pacific, with posts at Halifax, Ottawa, Montreal, Toronto, Winnipeg, Regina, Edmonton and Vancouver. This widespread organization offers a comprehensive service to exporters and is used extensively by British firms. It could be used more. What does it do to help British exporters? One of the day-to-day activities of a Government commercial post overseas is to find agents. In many instances the initiative stems from Britain – frequently from the Board of Trade (through its Export Services Branch and Regional organization), from the Federation of British Industries and other trade organizations, or often directly from British exporters.

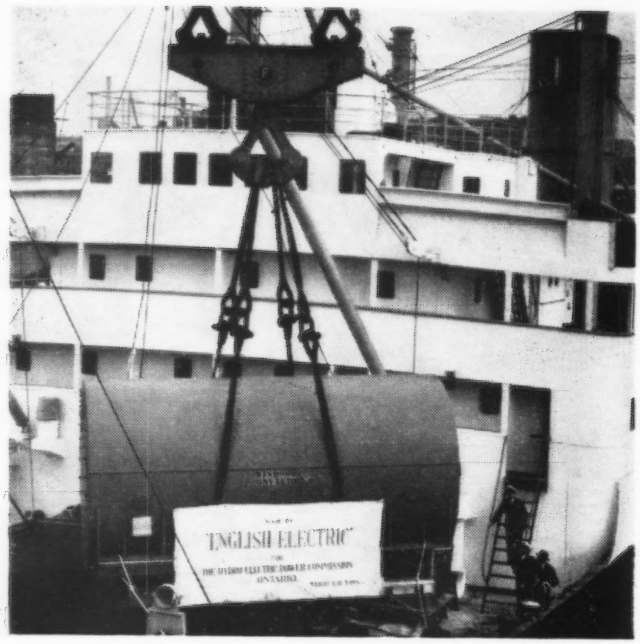
In a large post such as Montreal, agency inquiries are processed by a team of commercial officers, each handling a group of commodities, with broad specialization in the consumer and capital goods fields. These men spend much of their time outside the office visiting industrial and commercial concerns, including agents, distributors and manufacturers. At the Montreal post they include four locally recruited officers who have a combined experience in the market of almost 50 years. They know between them

The Cunard liner 'Carmania' entering Montreal beflagged and escorted by tugs.

virtually every agent or distributor handling, or capable of handling, British products. They know also very many of the buyers in departmental and chain stores, large industrial concerns and public utilities who can often give an opinion on the prospects of a product new to the market.

There are now 6,000 British firms known to be represented in the Canadian market, and many of these representations have been arranged through the commercial posts. There is a limit to the number of lines a given number of agents in the territory can handle, but the commercial posts can usually suggest an agent or distributor for any saleable product. Where this is not possible the service is qualified to look into the question of manufacture under licence.

Whilst many of the inquiries for agents come from Britain, there is the reverse process. Canadian agents and distributors are always looking for new lines. It is a commercial post's job to get to know of these requirements and to send them back home. The Montreal post is unearthing a continuing flow of inquiries from Canadian industries and others for sources of British supply, and in some instances these lead to agency arrangements and continuing busi-



Shipment of stator and rotor, weighing respectively 120 *tons and* 31 *tons, consigned to Windsor, Ontario, for the Hydro-Electric Power Commission of Ontario, in the Cunard liner 'Assyria'.*

ness. There is a steady process of formal market investigation by commercial posts to find new opportunities for British exporters.

Once representation is established in the market, the British principal is given further assistance. His representational arrangements are recorded in an elaborate system of records which show 'who sells what' from Britain. Further, the commercial post makes a point of supporting the agent, passing on trade inquiries and bringing him in on officially organized social contacts.

Whilst the first contact between a British exporter and a commercial post is usually by correspondence, the best liaison is personal. Posts frequently have commercial officers in Britain on duty tours – and not simply in London. They are there to discuss market conditions and developments in their territories. Home tours by overseas commercial officers are publicized through the *Board of Trade Journal*, Chambers of Commerce, etc., and firms are invited to meet visiting officers. Overseas commercial officers find that direct assistance to British businessmen visiting their territories is possibly the most rewarding side of their work.

Time can be saved

Much time, especially for the newcomer, can be saved by a call at the commercial posts overseas, particularly if notice is given of a proposed visit. In addition to advice on representation and market conditions, the commercial post is glad to make personal introductions to local government and other officials, and to commercial organizations including department stores and local industrialists.

Day to day liaison with Federal, Provincial and other Government bodies is an important part of the function of an overseas office. Commercial officers at a capital city such as that at Ottawa are well placed to offer advice on tariffs, standards, labelling and other Government regulations. They will usually be involved in any trade negotiations, and they have the task of watching Britain's overall trade interest. Close attention is given to the requirements of purchasing departments of both Federal and Provincial Governments.

Commercial officers overseas are becoming increasingly involved in such promotional activities as 'British Weeks' and department store promotions as well as in specialized exhibitions and shows. The Trade Commissioner at Toronto helped considerably in the establishment of a British Trade Show before Christmas, the Montreal post takes an active part in the arrangements for the British Motor Show, held at the Queen Elizabeth Hotel in Montreal each spring, and the Vancouver post is currently organizing British participation in the 1964 British Columbia Trade Fair, and all posts are keeping their eyes open for similar opportunities.

Supporting these activities the British Information Service, which is also part of the newly formed Diplomatic Service, is continuously supplying material to the daily and trade press as well as to radio and television. An increasing proportion of activity is in support of trade promotion. The Information Service also assists in arranging publicity for visiting trade missions, and where appropriate, for individual businessmen from Britain.

Earlier articles dealt with the unification of the official overseas services (January 1), the facilities offered by Export Services Branch of the Board of Trade (January 15) and the regional offices (January 29), a specimen diary of an overseas trade promotion officer (February 12), the work of Export Credits Guarantee Department (February 26), appointing an agent (March 12), the work of the Central Office of Information (March 26) and of the Export Promotion and Fairs Branch (April 9). This series is now concluded.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Service Branch of the Board of Trade.*

Campaign to advertise Government services for exporters

We can help you profit from new markets overseas.
Call EXPORT INTELLIGENCE
- and get the vital facts, key contacts and individual guidance you need–for the price of a telephone call

As announced in the *Board of Trade Journal* of April 2, a major advertising campaign to publicize Government services for exporters began in the national and local Press on April 5 and will later appear in the trade and technical Press.

The slogan of the campaign is 'Call Export Intelligence' and is mainly directed to management concerned with overseas trade. A representative advertisement appears on pages 902-903 of this issue.

Special telephone lines and staff have been installed at the Board's Export Services Branch and regional offices to facilitate the handling of inquiries. The telephone numbers are given below:

HQ: London CITy 9633 Telex 25977

Belfast (Ministry of Commerce) Belfast 28271 Telex 74578
Birmingham MIDland 8221 Telex 33702
Bristol 294821 Telex 44214
Cardiff 65426 Telex 49203
Glasgow CITy 2855 Telex 77583
Inverness 30867/8
Leeds 20485 Telex 55265
London (South Eastern Counties) TATe Gallery 4355 Telex 25991
London (Eastern Counties) TATe Gallery 6271 Telex 25991
Manchester DEAnsgate 9321 Telex 66104.
Newcastle 27575 Telex 53178
Workington 3788

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives was published in February 19 issue.

MARSEILLES

Many thanks for your letter which awaited me on my return yesterday.

I am most grateful to you for your assistance to me and I am writing to — sending the samples I promised – also the FBI contact will receive samples in due course.

Cussons (International) Ltd., Manchester.

STOCKHOLM

Thank you for your letter in response to our inquiries concerning market possibilities for our steel vitreous enamelled bath in Sweden.

We are grateful to you for the information you have kindly given us concerning import duties, etc., and also wish to express our appreciation for the trouble you have gone to in sending us the lists of some of the leading Swedish architects, distributors of sanitary equipment and building wholesalers.

Edward Curran Engineering Ltd., Cardiff.

KINGSTON, JAMAICA

Thank you very much for your kind letter. This is just the sort of help that we want, and we are very much obliged to you for such a clear and definite reply.

I hope that you will pursue this course with vigour and we shall look forward to hearing your further reports on the two parties mentioned as soon as you are able to let us have them.

Carter Tiles Ltd, Poole, Dorset.

BOSTON

Thank you for your letter and also for sending us a copy of the Directory of the New England Chapter of Electronic Representatives Association. This information is extremely helpful to us and when we have examined it we will write to you, if we require further assistance.

My visit to the United States was most successful and this was partly due to the co-operation I received from all members of the British Consulate-General.

C. Brandauer and Company Ltd., Birmingham.

BRUSSELS

I feel that I am under a considerable obligation to you for the manner in which you have so kindly dealt with my letter. This clearly provides the basis for further work on our part and we will certainly follow up your suggestion . . .

Malcolm Campbell (Plastics) Ltd., London, W.C.1.

The Editor, Board of Trade Journal, London, S.W.1.

Sir,

I would like to place on record our appreciation of the prompt and comprehensive assistance given to us by the Vice-Consul and Market Officer in Panama.

Finding it necessary to make a change of agency in Panama, we had provided the Export Services Branch with full details of our products and policy and requested advice on the appointment of a new agent. When our Area Manager visited Panama City only a few weeks later, he found that the Vice-Consul had visited our former agent, made extensive inquiries with retailers to obtain a clear picture of our present trade, and had already found a possible new agent whom we are now appointing.

This has saved us a great deal of time and effort, and we shall certainly continue to make the best possible use of such excellent service.

Dylon International Limited, London, S.E.26.

Sir Leslie Fry (centre), HM Ambassador in Rio de Janeiro, visited the manufacturing facilities of Dunlop do Brasil in Campinas, Brazil, last November. He is seen here with Mr. Phillip W. Badham, works director, watching tyre manufacturing processes and operations.

Mr. T. E. Martin (right), Assistant British Trade Commissioner, Kingston, Jamaica, with Mr. James D. Burn, Director of the Belize Diesel and Equipment Co., Ltd., Belize City, British Honduras, local distributors of Massey-Ferguson agricultural tractors, etc.

JEDDAH

I have written officially asking for your report on four firms which we are considering as agents in Saudi Arabia.

However, the purpose of this letter is to thank you for the most generous help and hospitality which you provided during my visit to Jeddah.

H. H. Robertson (Export) Ltd., Morden, Surrey.

Prime Minister on Britain's industrial regeneration

Mr. Harold Wilson, the Prime Minister, addressed a large audience of banker and industrialist members of the Economic Club of New York on April 14. Outlining the mobilizing of the economy to meet the challenge of the modern world, he described measures introduced by the Government as a 'ten-point programme for Britain's industrial regeneration.'

President of Board of Trade to visit India and Pakistan

MR. DOUGLAS JAY, President of the Board of Trade, left London on April 22 to visit India and Pakistan.

In Delhi he will pay a return call on the Minister of Commerce, Government of India, who saw him in London in February, and will also call on the Ministers of Transport, Steel and Finance. He will address the Federation of Indian Chambers of Commerce and Industry and the Indian Council of World Affairs.

The President will then visit Calcutta, where he will call on the Chief Minister of West Bengal and the chairman of the Port Commissioners, and meet the Bengal Chamber of Commerce, the Associated Chambers of Commerce of India and the Indian Chamber of Commerce.

The President will see something of Indian industrial development at Durgapur, where he will visit the ACC-Vickers-Babcock factory, a major British private investment, and also the steel works of Hindustan Steel Ltd.; the latter was built and is now being extended by British firms under United Kingdom aid.

The President will then spend two days in Pakistan, where he will meet members of the Pakistan Government in Karachi and Rawalpindi, and in Karachi will also meet members of the local business community.

Notes:

The last visit to India and Pakistan by a Board of Trade Minister was by the then Minister of State (Mr. Low) in 1955. This will be the first time that a President of the Board of Trade has been to the two countries since their independence.

The fact that these will be the first Commonwealth countries to be visited by the President and that his visit follows so closely on that by the Minister for Overseas Development, is an indication of the interest which the Government is taking in them.

British commercial links with the two countries remain close. British investment accounts for about three-quarters of all the foreign investment in India, and nearly a half that in Pakistan. Britain remains the largest single market for both countries' exports. Following are figures of trade in recent years:

	1962	1963	1964
		£ million	
1. India			
Imports	135·9	140·7	140·9
Exports	116·5	136·6	126·7
Re-exports	1·7	1·3	1·5
2. Pakistan			
Imports	29·3	28·1	26·9
Exports	43·0	42·0	44·2
Re-exports	0·4	0·4	0·5

This is Mr. Jay's second visit to India and Pakistan. Pressure of business at home prevents him from undertaking the wider tour of India and Pakistan which he would have liked to carry out.

Prospects for Anglo-French trade are cheerful

—The President

'I TAKE A much more cheerful view myself of the prospects for Anglo-French trade and economic relations generally than some that have been prevalent in recent times,' said Mr. Douglas Jay, President of the Board of Trade, at a lunch of the French Chamber of Commerce in London on April 14. 'At the time of the Brussels negotiations in 1962 some people – who never seemed to look at the facts and figures of world trade – talked as though trade between nations outside and inside the EEC was likely to dwindle or die. There was talk about the EFTA and EEC countries being "excluded" or "shut off" from each other's markets.

'Experience has shown, as indeed it so often has before, that despite tariff barriers this was nonsense. So far from Britain and France having been excluded from one another's markets since the Rome Treaty was signed, their mutual trade has increased faster than ever before.

'British exports to France have risen from £87.5 million in 1960 to £184.9 million in 1964 – that is to say, more than doubled in four years. That is not exactly "exclusion" from the French market. And British imports from France have risen from £131.9 million in 1960 to £184.3 million in 1964 – not quite such a steep increase – but one incidentally leaving Anglo-French visible trade almost exactly balanced last year.

'The same has been true since 1960 of United Kingdom trade with the EEC generally. It has grown with great rapidity. Our exports to the EEC rose from £519.8 million in 1960 to £842.1 million in 1964; and our imports from the EEC from £661.7 million to £915.5 million. So, though we must regret the division of Western Europe at present into two groups, we should not exaggerate it or talk as if some sort of paralysis had fastened on the relations between us.

'Indeed, we are now taking steps to expand Anglo-French trade even more vigorously, and in particular to seize the export opportunities which France now offers. On March 31 the Board of Trade published a special supplement to the *Export Service Bulletin* containing market reports on ten products thought to have a specially good export potential on France. On April 9 a special supplement on trading with France was included in the *Board of Trade Journal*, and the Economic Minister from our Embassy in Paris is at this moment giving a series of talks about the French market to British exporters in London and other parts of this country.'

The President went on to say that in the longer run we must not, however, give up the attempt to moderate the present tariff obstacles between EFTA and EEC. With lower trade barriers, and indeed, with more ample currency reserves, we could do more trade, achieve faster economic growth, and raise living standards quicker in each group.

'The most practical step at the moment towards lowering barriers between the two groups was clearly the Kennedy Round. All the nations in both groups were participating in the Kennedy Round negotiations. These were now in train; and if they succeeded, as the British Government for its part intended they should, one result should be a major reciprocal cut in tariffs between the two groups in Europe.

'Though that would not be the only beneficial result of success in the Kennedy Round, it looked more likely than any other international effort now being made to achieve quicker economic progress in West Europe.

'Another benefit which would flow from such success would be the extension of tariff cuts to the advantage of the developing countries in other continents. It is far better and far more sensible for everybody if the advanced countries buy goods from the less advanced, rather than shut out their goods and then have to supply aid as a free gift or a loan which cannot easily be repaid. I do not think that all the advanced countries are yet doing as much as they could or should to buy from the less advanced. Both EFTA and the EEC have achieved so much in the last few years in expanding their own trade and raising standards that they certainly have the ability to buy on a generous scale from poorer countries.

'Therefore, I hope that from now on both in the Kennedy Round and in the new UNCTAD organization Britain and France can usefully co-operate, as well as in technological experiments. I am sure that your Chamber will continue to prove a valuable instrument for enlarging trade and economic co-operation of all kinds between our two countries.'

Britain's expanding trade with Belgium

'LAST YEAR our imports from Belgium amounted to over £95 million; this compares with some £65 million in 1961, only three years before. Over the same period our exports and re-exports to Belgium had grown from £81 million to £118 million. This growth, achieved in spite of the growing tariff discrimination in favour of Belgium's Common Market partners, is still continuing. Our sales to Belgium were 12 per cent higher in the first two months of this year than in January and February of 1964.' This was stated by Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade, at a lunch in Brussels, given by the British Chambers of Commerce in Europe on April 14.

'There are, indeed, some products where our sales to Belgium have grown faster than those of EEC countries; motor vehicles are a notable example. On the other hand, we must not gloss over the fact that we have lost market share in some products and that our total market share has remained static.'

The Minister went on to say that the close trading relations between the two countries were not merely a matter of buying and selling. Britain had substantial commercial interests in Belgium, ranging from massive refinery installations to the retail trade and to financial and other services. The strength of the British Chambers was the strength of their members, the deep roots those people had in the local business community and the respect they have earned for themselves among their hosts. The unstinted – and unpaid – service given to the Chambers by busy representatives of British firms operating in these highly competitive and demanding European markets was beyond praise. In co-operation with British Embassies and Consulates they served the interests of British firms at a time when we were all hoping that the strenuous efforts which they were making to increase their exports to Europe would be crowned with success. Close and friendly co-operation between Embassies and Chambers could provide an unrivalled service based on an intimate knowledge of local conditions, practices and regulations, combined with an understanding of how the potential customer thought.

'In considering the ways in which exports can be expanded' continued the Minister, 'we have been struck by the high proportion of British exports which are attributable to the efforts of a small number of large firms. The British National Export Council has undertaken as one of its first tasks the investigation of ways in which the small firm can be mobilized to play its full part in exporting. We are looking for ways in which the smaller firm can be assisted by larger ones, and in which joint selling organizations might be set up. There is nothing so effective, however, as the appearance on the spot of the man who makes the product. And it is particularly in the case of the small firm which may have little or no knowledge of conditions in overseas markets that the members of the Chambers of Commerce can help with the fruits of their experience. They have done so and I hope that they will continue to do so.'

Ford to buy Swansea factory

FORD OF BRITAIN announce that they have decided to buy the vacant Government factory at Swansea which was formerly occupied by Pressed Steel Company. The Board of Trade have agreed to the sale subject to contract.

The factory will be used for the production of chassis parts and is expected to employ some 2,000 people.

Commenting on the acquisition, Mr. J. A. Taylor, Ford of Britain's director of manufacture, said: 'The demand for our products throughout the world has been running at an unprecedented high level and the purchase of this factory has been made necessary by the immediate need to increase production capacity for chassis components. Swansea will enable us to achieve a rapid increase in production. We are still formulating our long-term plans for expansion in the United Kingdom and we will continue to bear in mind the need for siting some part of this expansion in one of the development districts.'

Re-cut tyres

MR. TOM FRASER, Minister of Transport, on April 9 circulated to interested organizations proposals to prohibit the fitting and use of re-cut tyres on certain smaller motor vehicles and trailers.

Although many heavy duty tyres, such as those fitted to public service vehicles and heavy goods vehicles, are designed to be re-cut after wear, there is an increasing sale and use of re-cut tyres not suitable for such treatment. These tyres, normally fitted to lighter classes of vehicles – cars or vans – are re-cut to disguise the extent to which they are worn. The use of such tyres is dangerous, especially for driving at speed.

The Minister proposes to amend the Motor Vehicles (Construction and Use) Regulations to prohibit the use of re-cut tyres on specified smaller classes of motor vehicles and trailers. The use of re-cut tyres on public service and similar large vehicles, when they are normally re-cut by experts, would not be affected. But whether or not the use of re-cut tyres is specifically forbidden, their use would be prohibited if the fabric of the tyre had been cut or exposed by the re-cutting process.

It would automatically become an offence to sell vehicles specified in the Regulations if fitted with re-cut tyres, since Section 68(1) of the Road Traffic Act, 1960, forbids the sale of vehicles which do not comply with regulations made under the Act.

Hellenic Telecommunications Organization

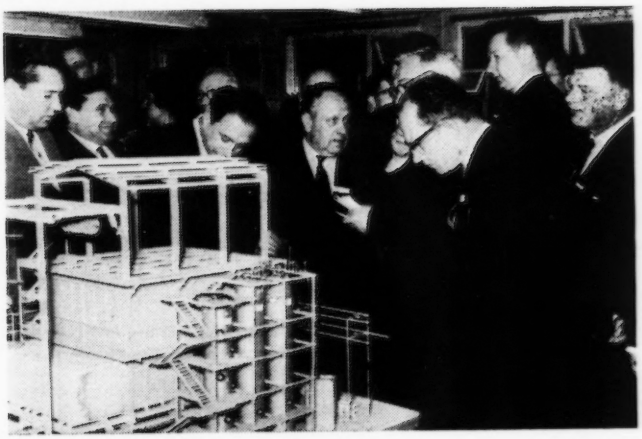
TWO SENIOR OFFICIALS of the Hellenic Telecommunications Organization – Mr. C. Kavounides (Technical Manager) and Professor C. P. Theophilopoules (Assistant Technical Manager) – are to visit Britain at HM Government's invitation from May 12 to 14.

The visitors will be welcomed at the beginning of their tour by Mr. Edward Redhead, Minister of State (Overseas) Board of Trade. Their intinerary will include visits to the GPO and to a number of factories in various part of Britain making telecommunications and ancillary equipment. The tour will conclude with a reception at the Board of Trade on May 13.

Colombian Cauca Valley Corporation manager to see British industry

DR. BERNARDO GARCES, manager of the Colombian Cauca Valley Corporation, is to visit Britain from April 22 for approximately two weeks at the invitation of HM Government.

A comprehensive programme has been arranged by the Board of Trade to show Dr. Garces as much as possible of those sectors of British industry in which he has expressed interest.



A party of Soviet fertilizer experts have just toured the United Kingdom to obtain information which will assist their industry in the future purchase of fertilizer plant and technology from the United Kingdom. The Power-Gas Corporation Ltd., a member of the Davy-Ashmore group, were hosts to the party on March 17, at their headquarters at Stockton-on-Tees. The photograph shows the leader of the delegation Mr. I. I. Karataev, Deputy of the Moscow Council of National Economy, and other members of the party looking at a scale model of a 300 tons per day ammonia and urea plant being built by Power-Gas for Strojimport, Czechoslovakia.

'Operation Australex' involves visits to 950 UK exporters

On April 22, Mr. Edward Redhead, Minister of State (Overseas), Board of Trade opened Operation Australex with a Press Conference at the Board of Trade.

On April 26 six British Trade Commissioners from Australia will begin a special eight week tour of the United Kingdom in which they will be having private interviews with the managements of about 950 firms making a dozen groups of products of which the Board of Trade consider more could be sold in Australia. Because of the large demand for interviews, the tour, originally planned for six weeks, has been extended to eight weeks. In addition to giving these interviews the Trade Commissioners will be addressing about fifteen meetings of businessmen in leading industrial centres throughout the country which are being arranged by trade organizations. Details of these meetings can be obtained from Board of Trade Regional Offices or, in Northern Ireland, from the Ministry of Commerce in Belfast. (See April 16, issue, page xiv, for list of addresses.).

The dozen groups of products covered by Australex are: machine tools, agricultural machinery, construction plant, food machinery, mining machinery, office and accounting machinery, printing machinery, textile machinery, scientific instruments, apparatus and materials, fashion clothing and footwear, fine foods and ships equipment. These products have been selected on the basis of the expansion of Australian manufacturing industry and the growth of demand for imports of a wide range of machinery and materials which this development creates; the extent to which this demand can be met from Australian production and the absence of major tariff obstacles; and the inherent competitiveness of British goods.

The six British Trade Commissioners taking part in Australex are:

Mr. M. J. MARSHALL, Principal British Trade Commissioner in New South Wales,
Mr. S. C. STOUT, Principal British Trade Commissioner in Victoria and Tasmania,
Mr. N. A. PINCH, until recently British Trade Commissioner in Queensland,
Mr. J. R. MORLEY, until recently British Trade Commissioner in Sydney,
Mr. C. A. HOLMES, Assistant British Trade Commissioner in Melbourne,
Mr. C. BLADEN, Commercial Officer, British Trade Commission, Perth.

The officers will be working for the most part in two teams.

Their itineraries are as follows:

Mr. Marshall, Mr. Pinch and Mr. Holmes.

April 26-30	London and South East Region
May 3-6	South Western Region
May 7	Wales
May 10-21	North Western Region
May 24	Northern Ireland
May 25-28	North Western Region
May 31-June 1	Scotland
June 3-18	London and South Eastern Region

Mr. Stout, Mr. Morley and Mr. Bladen

April 26-30	Eastern Region
May 3-14	Midland Region
May 18-25	Yorkshire and Humberside
May 26-28	Northern Region
May 31-June 4	Scotland
June 9-14	Eastern Region
June 15-16	London and South Eastern

In arranging Australex the Board of Trade has had the full support and co-operation of the Federation of British Industries, the National Association of British Manufacturers, the Association of British Chambers of Commerce, the United Kingdom Committee of the Federation of Commonwealth Chambers of Commerce, the Australian British Trade Association and the Australia British Action Council. The recently established Committee for Exports to Australia – which came into being after the plans for Australex had been completed – is following the operation closely.

Australia is Britain's largest export market in the Commonwealth and second largest world market.

A Board of Trade Journal Supplement, 'Trading with Australia,' was published on February 26, 1965.

Regional development policies in EFTA: publication of a new study

THE EUROPEAN FREE TRADE ASSOCIATION published on April 20 a study of the various policies adopted by the EFTA governments to promote regional development in their countries.

"Regional Development Policies in EFTA" provides a description of the principal policies and administrative arrangements now being used by EFTA governments to deal with these 'problem regions'. Publication of the study is an outcome of a meeting held in Geneva in June 1964 under the auspices of EFTA's Economic Development Committee. This meeting provided the opportunity for officials to share their experiences in attempting to cope with their regional development problems. The officials who took part found the colloquy of great practical value–indeed the development policies of at least one government have been modified as a result of the colloquy – and believed that a short general publication giving an up-to-date picture would be valuable to many engaged in this field. Published in English only, the book consists of about 70 pages and copies will be available shortly from HM Stationery Office, price 5s. 0d., postage extra.

Awards for saving life at sea

Mr. Douglas Jay, President of the Board of Trade has made awards of pieces of plate to Mr. D. Duggie, skipper of the fishing vessel 'NARINIA' and to Mr. D. R. Skinner, skipper of the fishing vessel 'ROSEHAUGH'.

The awards are in recognition of the services rendered by 'NARINIA' and 'ROSEHAUGH' in going to the assistance of the fishing vessels 'SILVER REWARD' and 'GUIDING STAR' respectively when they ran aground on Priest Island, near Ullapool, on December 8, 1964.

Temporary import charges reduced from April 27

THE TREASURY have made the Temporary Charges on Imports (Reduction) Order, 1965.

This Order provides that the rate of temporary charge on imports shall be reduced from 15 to 10 per cent on April 27, 1965.

Copies of the Order (SI 1965, No. 903) are obtainable direct from H.M. Stationery Office, price 3d.

Drawback on polychlorobutadiene components imported for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback on duty on imported impellers and shaft seals of polychlorobutadiene, imported under Tariff Heading 40.14(B)(2) for export after incorporation in self-priming flexible-vane impeller pumps or as spare parts therefor.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, S.W.1, not later than May 5, 1965.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by May 7, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.10	Hexahydro - 2 : 3 : 6 : 7-tetrahydroxy - 1 : 4 : 5 : 8-tetraoxanaphthalene	Tetrahydroxynaphthol - dioxane.	December 31, 1965	8547
29.35	1 : 8-Octolactam .	As in previous column .	December 31, 1965	2611
38.19	Polyglyoxal . . .	As in previous column .	December 31, 1965	2392

Applications for anti-dumping duties on maize, milo and potato starches and on liquid glucose

THE BOARD OF TRADE give notice that they are considering applications for the imposition under the Customs Duties (Dumping and Subsidies) Act, 1957, of anti-dumping duties on imports of maize and milo starches originating in the Netherlands, Belgium, the Federal Republic of Germany, France and Yugoslavia, potato starch (farina) originating in the Netherlands and the Federal Republic of Germany, and liquid glucose originating in the Netherlands and Belgium. These applications may be extended to include other countries supplying such products to the United Kingdom which appear to be dumped.

Any representations which interested parties may wish to make in connection with these applications should be submitted in writing not later than May 7. A statement of the applicants' case will be made available to interested parties who wish to make representations and who give an undertaking to treat the information contained in the statement in strict confidence and to allow their comments to be passed to the applicants for reply.

Requests for statements, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, Room 555, 1 Victoria Street, London, S.W.1.

New carpet factory at Cumbernauld

A NEW CARPET factory of more than 100,000 sq. ft., costing approximately £450,000 and housing £150,000 worth of machinery, is to be built at Cumbernauld new town for John Lyle & Co. Ltd., carpet manufacturers, of Glasgow. Site work is due to begin this month and it is hoped to be in full operation by September 1966.

The company have acquired a 15-acre site at Wardpark North Estate, Cumbernauld, which will permit considerable extension of the factory as and when required in the future.

Standard envelopes

IN THE notice under the above heading in the *Board of Trade Journal* of April 2, page 724, the size of the Standard Range of envelopes should read 5½ in. x 3½ in. to 9½ in. x 4¾ in. (not 5 in. x 3½ in. as previously stated).

Purchase tax exemption on some young children's wear

ARISING FROM the increased use of stretch fabrics for swimming costumes, the Commissioners of Customs and Excise have had under review the qualifications for exemption of young children's swimming costumes.

After consultation with trade associations, the Commissioners have decided to cancel item B.13 and to amend, as indicated below, item G.13 in the Schedule to Notice No. 78A. These alterations will be operative from August 1, 1965, on which date item G.13 will be superseded by the following:

G.13 One-piece swimming costumes and leotards:

(a) Of non-stretchable fabric, ruched (a) or elasticated. — 25 in. length (*Length.* Fully stretched at longest point.); 20 in. width (*Width.* Fully stretched at widest point.)

(b) Other than (a):

(1) With non-adjustable over-shoulder straps or shoulders (including Regulation type):

(i) Sretchable garments (e.g. made of crepe or crimped yarn). — (I) (i) 25 in. shoulder to crutch.

(ii) Non-stretchable garments — (I) (ii) 27 in. shoulder to crutch.

(i) and (ii): Top of shoulder strap to centre of crutch.

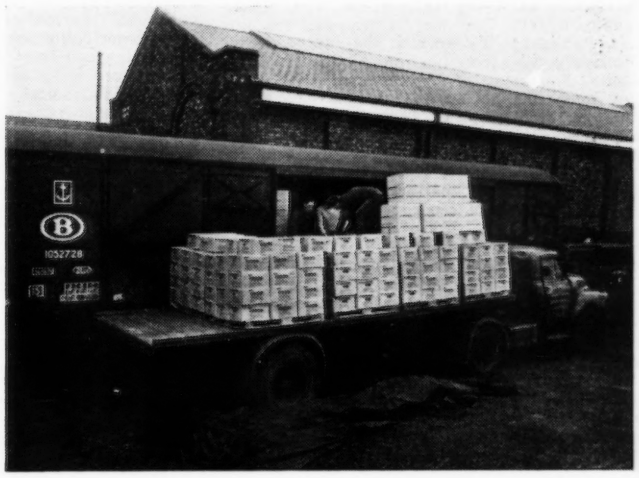
(2) With halter or adjustable shoulder straps. — (2) 22 in. bib to crutch. Top of bib at front to centre of crutch.

G.13. One-piece swimming costumes and leotards marked, got up or catalogued in any one of the following ways are outside the scope of the exemption:

(i) for any bust size above 32 in. body measurement;
(ii) for ages including 14 or above;
(iii) in the 'W' series, 'S', 'M', 'Medium', 'Maids', 'Junior Miss', 'Teenage' or the like.

Swimming costumes with bust forms or pronounced bust shaping are also taxable, irrespective of the size of the garment.

The effect of this revision will be to provide for leotards in the Schedule, to reduce the size limit for certain girls' swimming costumes in stretch fabrics, to introduce marking, etc., restrictions, to publicize the long-standing rule that swimming costumes with more than slight bust shaping are outside the scope of the exemption, and to delete reference to boys' bathing costumes as distinct from swimming trunks.



Large Continental railway wagon being loaded with an order consisting of Racasan Sanitary Fluid and Racasan Premier Toilets for export to Sweden. The total order consisted of four railway wagons and was for one customer. Racasan Ltd., Cheshire, claim to be the brand leaders for these products in Sweden where Racasan sanitary fluid is used in many of the summer cottages.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

New Books

The Economic Development of Kuwait, by the International Bank for Reconstruction and Development (194 pages. 52s. Oxford University Press). This report contains the findings and recommendations of two economic survey missions sent to Kuwait by the International Bank at the request of the Government. A team was first sent in 1961 to investigate public administration, and the health, education, and investment policies. At the Government's invitation a small Mission visited the country again in 1963. This volume contains the report of that latter team, but includes a number of the recommendations made by the first Mission, and discusses the action since taken to implement them. The Report considers the organization of the national economy, including financial and trading aspects, and discusses the country's financial prospects. Much emphasis is laid on the domestic needs and investment opportunities. The Mission was particularly concerned with the role the Government might play in the establishment of private industries by providing low-cost capital and technical assistance. This volume includes statistics on a large number of economic subjects, and provides a useful source of data on the economic structure and prospects of Kuwait at the present time.

Life and Other Long Term Insurance Business. Full Accounts and Statements Deposited with the Board of Trade During the Year 1963. 2 volumes (HM Stationery Office, £19 19s. the set). Published this week is the first issue of the newly titled continuation of the Board of Trade's *Statements of Life Assurance and Bond Investment Business*. Some changes have been made in the format and contents of this annual publication – notably a Preface in each volume explaining the scope of the work and its relation to some other insurance statistics – but in general it follows the lines of its predecessor in providing a full record of the annual life revenue accounts, profit and loss accounts, balance sheets and certificates and the periodic valuation statements and actuarial statements of the ordinary and industrial life business and other long-term business of all companies writing such business in Great Britain. A full account of this publication, together with all other important statistical sources, was given in the article 'Statistical Information in the Insurance Industry in the United Kingdom' in the *Board of Trade Journal* of February 26, 1965 (p. 453).

International Commodity Arrangements and Policies, by Gerda Blau. Food and Agriculture Organization of the United Nations. (52 pages. Available from HM Stationery Office and Government bookshops. 5s., by post 5s. 6d.). Issued as *FAO Commodity Policy Studies No.* 16 and the first of a new series of Special Studies, this publication contains two papers by FAO's Director of Special Studies that were submitted to the United Nations Conference on Trade and Development. The first, *International Commodity Arrangements*, attempts to ascertain some of the reasons for the contrast between early postwar hopes and limited achievements in that field. The second, *Commodity Export Earnings and Economic Growth*, which has been previously published in the Royal Institute of International Affairs' *New Directions in World Trade* (Oxford University Press, 1964), examines the problems further and in a wider setting. The conclusions of both papers point to the need for a concerted attack on these problems and suggest possible measures; and they have also appeared respectively in the September and December 1963 issues of the FAO *Monthly Bulletin of Agricultural Economics and Statistics* as advance texts.

Mechanical Engineering Directory and Buyers' Guide 1965-66 (360 pages. 40s. from the British Mechanical Engineering Federation, 25 Victoria Street, London, S.W.1) is the first issue of a successor to the *British Engineers' Handbook* last issued in 1963. The new directory has been prompted partly by the change in name of the association responsible for it, and it contains numerous changes in lay-out and arrangement by comparison with its predecessor. The principal contents are a buyer's guide to sources of supply of mechanical engineering equipment available from member companies, and from the member companies of the eighteen trade associations, included in the British Mechanical Engineering Federation; and an alphabetical directory of manufacturers, giving the address and telephone number of each firm and details of its overseas agents. The buyer's guide is supported by French, German and Spanish subject indexes; and the directory by a collection of manufacturers' advertisements.

Manual of Foreign Investment in Japan. Foreign Capital Research Society, Tokyo. (26 pages. Free from the Bank of Japan, Garrard House, 31-45 Gresham Street, London, E.C.2). This brief guide, dated January 1965, explains the provisions of the Japanese foreign exchange and foreign trade control law and the law concerning foreign investment for foreign investors in Japan. Amongst the types of investment for which regulations are summarized are technological assistance contracts, stocks, corporate debentures, foreign currency bonds, and government bonds and short term securities. Statistical tables of recent trends in foreign investment in Japan are also included.

Economic Data and Development Plans of the CENTO Region Countries. (48 pages. Free from Economic Division, CENTO Secretariat, Ankara, Turkey). The purpose of this booklet is to give basic data on the economies of Iran, Pakistan and Turkey, their present state of growth, and the main provisions of their development plans. The section of statistical tables gives figures of their population, land areas, foreign trade, and national income. The major value of this publication is that it makes available in a convenient form the main features of the current development plans of the countries with which it deals.

Other publication
ELECTRICAL TRADES DIRECTORY 1965. 944 pages. Benn Brothers Ltd., 90s., by post 95s.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368. or Telex No. 25977.)

INDEX INQUIRIES

Inquiries about the detailed contents of the Journal *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

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'TRADE FAIRS HELP EXPORTS'—BOOKLET

A new edition – the sixth – of the booklet 'Trade Fairs Help Exports – Hints for the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade regional office or from Trade Fairs Publicity Section, Information Division, Board of Trade, Queen Anne's Mansions, Queen Anne's Gate, London, S.W.1. Tel. Abbey 7877. Ext. 2765. (Ref. GD 5891/G).

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

MONDAY, APRIL 12

Standards for life-jackets

Mr. Douglas Jay, President of the Board of Trade was asked if he was aware that in the absence of a decision on standards for life-jackets, British manufacturers could not provide such equipment in time for the coming into force of the International Convention on May 26 next; that new equipment supplied now might be rendered obsolete by the decision, when it was reached, thus adding to the expense of re-equipment; and if he would now announce his decision on these standards. Mr. Roy Mason, Minister of State (Shipping), replied that the testing of life-jackets was proceeding as rapidly as possible. A specification had now been agreed and the prototype of a standard life-jacket was being tested. Officials of the Board would be discussing the question of production with manufacturers very shortly. The introduction of the new type of life-jacket would necessarily be phased over a period to take account of the need to alter stowage arrangements in ships, of manufacturing capacity and of the supply of materials.

Dry docks for large tankers

A member asked what would be the approximate dimensions of a dry dock which would be suitable for fitting-out tankers of 100,000/200,000 tons, presuming that these ships were of present design.

The Minister of State (Shipping) replied: 'A dry dock for tankers of 100,000 tons would require an entrance width of about 140 feet and a length of about 900 feet. Few vessels of 150,000 tons have been ordered and their normal dimensions have not been established, but they would probably need an entrance width of 150 to 160 feet and a length of about 1,000 feet. As tankers of 200,000 tons have not been ordered, the size of dry dock required is a matter of conjecture but the entrance width needed might be 180 to 200 feet and the length 1,200 to 1,400 feet.'

Duty on vehicles in Scotland

Mr. Douglas Jay, President of the Board of Trade, was asked what was the estimated cost in a full year to Scottish industry of the increase in motor vehicle duties. In reply Mr. George Darling, Minister of State (Home), said that the increase of duty paid for motor goods vehicles licensed in Scotland was expected to amount to about £2¼ million in a full year.

THURSDAY, APRIL 15

Part IV of GATT

Answering questions on the new Part IV of the General Agreement on Tariffs and Trade, the President made the following statement:

'The new Part IV of the General Agreement will become effective when it has been accepted by two-thirds of the Contracting Parties. I am circulating in the Official Report lists of those governments which have, or have not yet, accepted it, according to our latest information. Meanwhile, it is being implemented *de facto* by the United Kingdom and by many other governments who assented to the Declaration which is included in the White Paper. Certain provisions define the goods to which they apply, for example, products of particular export interest to less-developed countries. The application of Part IV should benefit the trade of Commonwealth as well as non-Commonwealth less-developed countries. A working group of the new GATT Committee on Trade and Development will be examining some specific proposals for further amendments to the General Agreement, particularly affecting Articles XVIII and XXIII.'

Following are the lists:

A. The following Governments have signed the Protocol without reservation:

Cameroon
Canada
Central African Republic
Ceylon
Gambia
India
Jamaica
Kenya
Malawi
Mauritania
New Zealand
Nigeria
Rhodesia
Trinidad and Tobago
†Tunisia
Turkey
Uganda
†United Arab Republic
United States
†Yugoslavia

B. The following Governments have signed the Protocol subject to ratification or ad referendum:

†Argentina
Belgium
Brazil
Chile
Finland
Federal Republic of Germany
Greece
Israel
Italy
Luxembourg
Madagascar
Kingdom of the Netherlands
Niger
Norway
Peru
Upper Volta

C. The following Governments have not yet signed the Protocol:

Australia
*Austria
Burma
Burundi
Chad
Congo (Brazzaville)
*Cuba
Cyprus
Czechoslovakia
*Dahomey
*Denmark
*Dominican Republic
France
Gabon
*Ghana
Haiti
†Iceland
*Indonesia
*Ivory Coast
*Japan
Kuwait
Malaysia
Malta
Nicaragua
*Pakistan
*Portugal
Senegal
*Sierra Leone
South Africa
*Spain
*Sweden
†Switzerland
Tanzania
Togo
*United Kingdom
*Uruguay

D. The Declaration on the *de facto* implementation of the provisions of the Protocol has been assented to by all the Governments in lists A and B (except Gambia and Malawi), as well as those marked with an asterisk in list C.

Note: The Governments marked † have only provisionally acceded to the GATT.

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GATT – No New Preference rule

Asked if he would seek further amendment of the General Agreement on Tariffs and Trade so as to revise the No New Preference rule in view of the violations of this rule which had occurred in recent months, the President replied that proposals for amending the GATT to permit preferential reductions of duties for the benefit of developing countries were already under consideration in the GATT and had the support of HM Government.

Proposals to increase exports

Replying to a request that he would make a statement about his proposals to increase exports, the President said that in his speech in the House on April 8, he had announced a number of new measures to help exporters and reviewed progress made with the measures announced in January. (See *Board of Trade Journal*, April 16, pages 827-8). He had nothing yet to add.

Proposals for trade missions

A member asked how many proposals for inward and outward trade missions had been submitted to the British National Export Council; and how many of these had been approved for the purpose of Government grant. The President answered that 11 proposals for inward and five for outward missions had been submitted. Four of each had been approved. Two proposals for outward missions had been rejected, and the rest were being considered.

Six proposals for market research projects had been submitted of which one had so far been approved for a Government grant. The others were being examined.

Export of capital and consumer goods

Answering a question on the division of British exports as between capital and consumer goods for the latest available period, the President said that in 1964, capital goods represented about three-quarters, and consumer goods about one quarter, of United Kingdom exports of finished manufacturers, which themselves accounted for about one-half of total United Kingdom exports in that year.

Trade between Great Britain and China

Asked what progress has been made in increasing trade between Great Britain and China, following his visit to Peking, the President replied that British traders were continuing to develop the contacts they had made with the Chinese State Trading Corporations. Orders for two ships and a chemical plant, together worth £5 million, as well as numerous other contracts, had been placed in Britain within the past few months.

Trade between Great Britain and East Germany

Asked what was the total balance of trade between Great Britain and the German Democratic Republic for each of the last five years; and what proposals he had for increasing it, the President answered that figures of our trade with East Germany were readily available from the published trade statistics.

His immediate concern was the substantial deficit in our trade which had been brought about by a decline in East German purchases from Britain at a time when our purchases from them had increased greatly. The East German Chamber of Foreign Trade, with whom the Federation of British Industries negotiated an unofficial trade arrangement, had been made fully aware of the necessity to increase their purchases of United Kingdom goods.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

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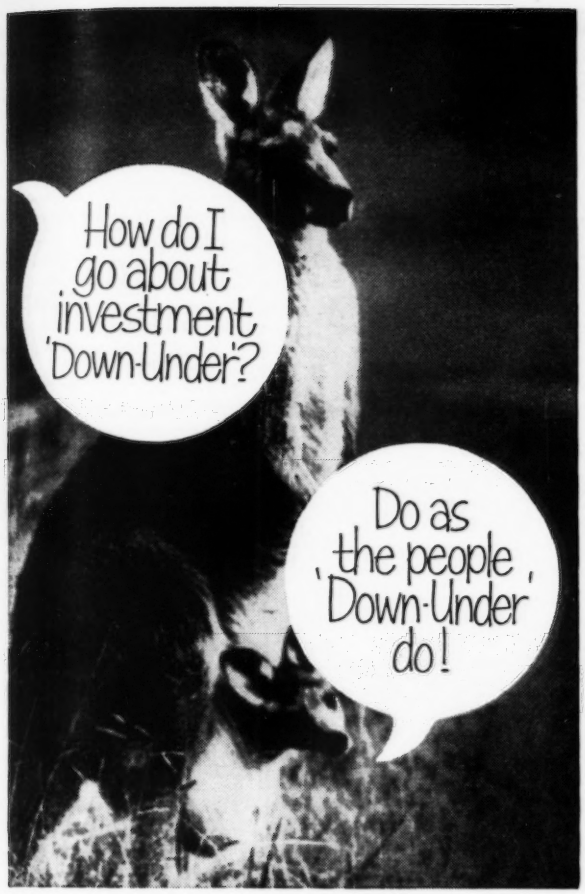
Dispatching a few of the 1,150,000 ft. of finned steel tube for the heat exchanges of reactor number one at Wylfa nuclear power station, from the Wednesfield works of Tube Products Ltd., a TI company. This company has supplied tubing for eight other reactors in the United Kingdom and for reactors in Italy and Japan.



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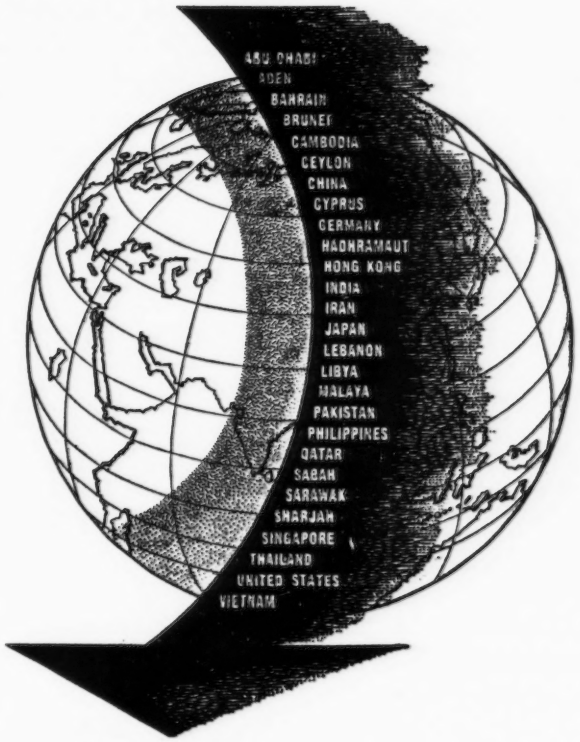

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,084	—	15,988	15,258	15,258	9,074	3,478	922	688	591	1,205				
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	112	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	123	113	100	128	119	130	141	124	+101	+ 33	+22	+39
1963	118	119	134	129	118	103	132	107	140	146	133	+152	+ 89	+29	+30
1964	124*	128*	144*	138*	123*	106	153*	120	162	184	153	+486*	+332	+44	+49
1963															
3rd quarter	117	120	137	131	119	104	138	106	141	164	141	— 2	— 12	— 7	— 6
4th quarter	122	124	138	132	120	105	142	109	149	168	144	+127	+ 61	+23	+41
1964															
1st quarter	123	127	141	136	123	105	147	115	154	176	152	+ 88	+ 79	+ 2	+ 4
2nd quarter	123	127	142	136	121	105	150	120	153	184	149	+153	+126	+ 5	+ 1
3rd quarter	124	127	145	139	123	106	154	120	167	188	153	+119	+ 77	+ 6	+13
4th quarter	127*	131*	147*	141*	124*	107	159*	127	173	186	158	+126*	+ 50	+31	+31
1964															
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	107	..	..	..	..	..	..	..	..	..
December	..	132*	..	..	..	106	..	..	..	..	..	..	..	..	..
1965															
January	..	133*	..	..	..	108	..	..	..	..	..	..	..	..	..
February	..		..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS				LABOUR					IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,836	3,250	
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—275
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	119	117	— 22
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	121	120	+ 90
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	130	130	+ 96
1964	162*	125*	125·7	+3·3	108·6	125·4	148·4	362	—140	..	221	+77	..	149	136	—374
1963																
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	133	132	— 1
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	137	133	— 1
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	146·0	445	— 5	+42	182	+25	— 5	146	135	— 77
2nd quarter	148	124	125·5	+2·8	107·8	125·0	147·7	355	— 90	—58	230	+48	+33	148	135	—102
3rd quarter	154	113	126·5	+4·3	108·6	125·8	149·4	311	— 44	—34	242	+12	+ 6	148	134	—110
4th quarter	162*	125*	127·6	+4·5	109·9	127·1	150·9	336	+ 25	+50	228	—14	—34	149	139	— 85
1965																
1st quarter			128·8	+4·5	109·9*	128·3*		353	+ 17	+42	233	+ 5	— 5	143*	141*	
1964																
August	153	117	126·7	+4·7	108·6	125·7	149·4	314	+ 11	+10	239	—11	— 9	156	142	..
September	154	113	126·7	+4·4	109·1	126·2	149·8	315	+ 1	+11	239	Nil	— 7	152	132	..
October	157*	119*	126·8	+4·1	110·0	126·3	149·9	332	+ 17	+27	233	— 6	—12	147	135	..
November	162*	127*	127·8	+4·6	110·3	127·2	150·7	338	+ 6	+19	230	— 3	—16	152	136	..
December	162*	125*	128·3	+4·8	109·4	127·6	152·1	337	— 1	— 1	222	— 8	—11	149	146	..
1965																
January	165*	124*	128·7	+4·6	109·2*	128·1*	153·2	363	+ 26	+41	221	— 1	— 1	145	136	..
February			128·7	+4·5	110·1*	128·3*	153·4	356	— 7	+ 2	229	+ 8	+ 6	138	144	..
March			129·1	+4·4	110·3*	128·4*		341	— 15	—19	249	+20	+10	147*	143*	

† Not seasonally adjusted * Provisional

United Kingdom trade in March

Summary

THE trend of exports has been strongly upwards in recent months. Imports have been falling, with a marked reduction in imports of food and some decline in goods subject to the import charge. The trade deficit in the first quarter of this year shows a substantial decline, only partly the consequence of the low imports from the United States in February.

Trade balance

The trade balance in March was minus £19 million (seasonally adjusted) as compared with the exceptional surplus of £11 million in February, which was mainly attributable to the low value of imports in that month. The March figure and the average deficit of £13 million for the first quarter of this year represent a marked reduction from the average deficit of £48 million in the second half of 1964.

Exports

In March the value of exports was £387 million (seasonally adjusted), and for the first quarter of this year the average was £382 million a month. This was 1½ per cent higher than in the last quarter of 1964 when exports had already risen by 4 per cent compared with the third quarter. It is quite clear that there has been a strong recovery which has more than offset the slight decline during the summer. Compared with the corresponding period a year ago, the increase in the first quarter of this year was 4 per cent.

The renewed growth, after the pause last summer, is largely due to the recovery in exports to Western Europe, but the continued strong expansion to the sterling area has played an important part. Exports have risen to both the EFTA and Common Market countries, with an increase of nearly 9 per cent to the former group since the third quarter of last year, mostly in the last few months, and a rise of 4 per cent to the Common Market, wholly in the fourth quarter. Exports to the sterling area increased a further 2 per cent in the first quarter over the fourth quarter last year, following increases of 4 and 3 per cent in the two previous quarters; many sterling area markets (except India) showed higher exports over this period. North America showed moderate growth in the fourth quarter last year, but not much further change since then, but exports to Latin America continued

UNITED KINGDOM TRADE

(Revised figures on the new valuation and coverage of visible trade)

TABLE 1 (A)
TOTALS
Seasonally adjusted values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade balance*
1964	368	475	13	—46
1964 1st quarter	367	469	12	—42
2nd quarter	365	477	13	—48
3rd quarter	363	476	14	—52
4th quarter	377	478	13	—43
1964 October	365	472	12	—52
November	369	487	14	—56
December	396	476	13	—19
1965 January	369	465	14	—30
February	390	440	14	+11
March*	387	468	13	—19
1964 4th quarter	377	478	13	—43
1965 1st quarter*	382	458	13	—13

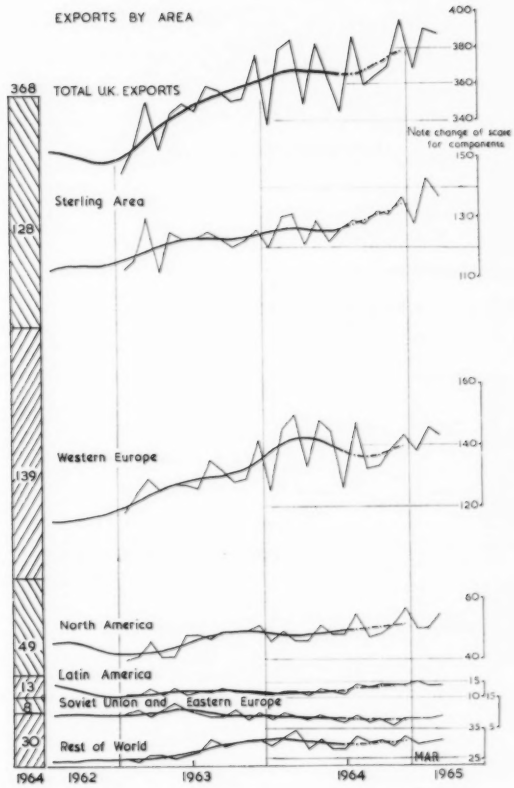
* Provisional estimates.

TABLE 1 (B)
Recorded values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	474·4	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	383·2	484·9	13·3
1965 January	356·3	479·9	12·6
February	369·1	404·5	13·1
March*	396·0	509·7	15·0

* Provisional estimates.

Table 2—United Kingdom exports: areas



Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

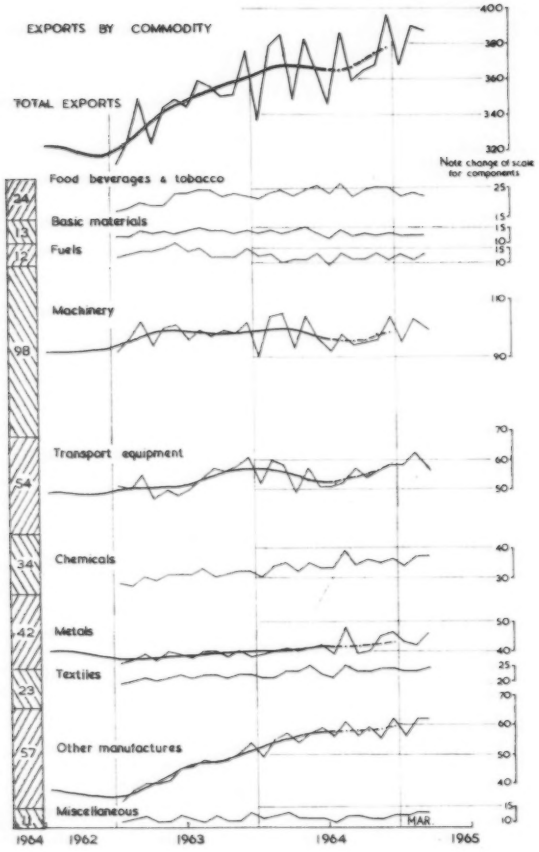
	Sterling Area	Western Europe Total	Western Europe EEC	Western Europe EFTA	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 1st quarter	127	140	76	51	47	12	9	32	367
2nd quarter	124	142	77	53	48	12	9	29	365
3rd quarter	128	135	71	51	50	12	8	30	363
4th quarter	133	138	74	52	52	14	7	31	377
1965 January	129	138	71	53	50	15	8	30	369
February	143	146	78	55	50	14	8	30	390
March*	137	143	72	58	55	14	9	31	387
1964 4th quarter	133	138	74	52	52	14	7	31	377
1965 1st quarter*	136	143	74	56	52	15	8	30	382

* Provisional estimates

to rise in the first quarter. Other broad markets have shown little or no change since mid-1964.

The growth in exports since the third quarter of last year has been mainly in machinery and transport equipment. The increase in value for the latter group was over 7 per cent between the third quarter last year and the first quarter this, about half of the increase arising from particularly high exports of aircraft and ships in the first three months of this year. Most other broad groups of manufactures, except textiles, have shown some increase since the third quarter of last year, but exports of non-manufactures (food, beverages and tobacco and basic materials) have shown little, if any, increase.

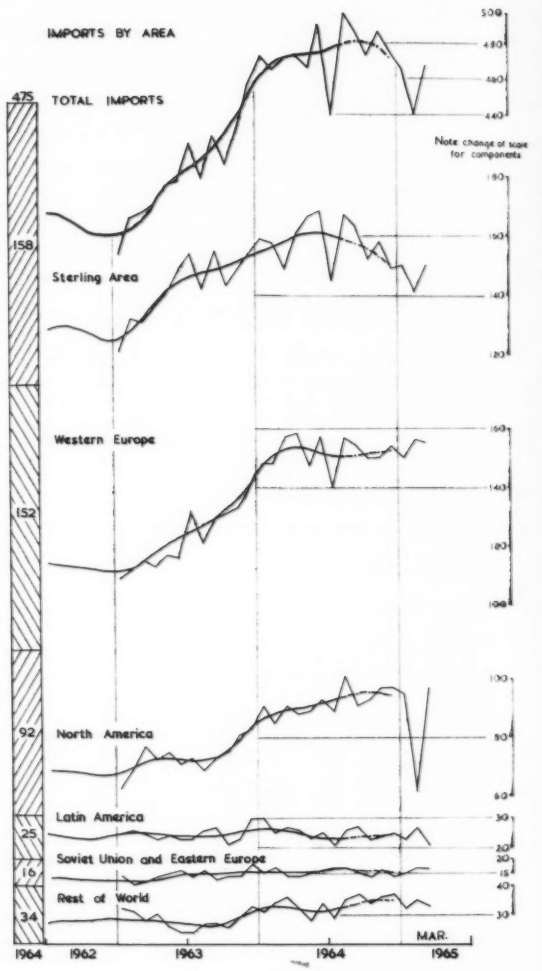
Table 3. United Kingdom exports: commodity classes



Imports

In March there was the expected recovery from the depressed figure for imports in February when arrivals were reduced by the

Table 4—Imports: areas



(Table continues in next column)

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food beverages and tobacco	Basic materials	Fuels	Manufactures: Total	Machinery and transport equipment: Total	Machinery	Road motor vehicles	Other transport equipment	Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	Miscellaneous	Total
1964 1st quarter	22	13	12	304	157	100	45	11	33	40	22	54	12	367
2nd quarter	23	14	12	305	150	98	44	9	33	41	23	57	11	365
3rd quarter	23	12	11	306	148	95	43	10	35	42	23	58	11	363
4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 January	23	12	12	307	152	95	45	13	34	43	23	56	12	369
February	23	12	11	329	165	103	47	15	37	42	23	62	13	390
March*	22	12	13	328	160	100	45	13	37	46	24	62	13	387
1964 4th quarter	25	13	12	314	154	98	47	9	35	43	24	59	11	377
1965 1st quarter*	23	12	12	321	159	100	46	14	36	44	23	60	13	382

* Provisional estimates.

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1964 1st quarter	155	151	90	27	16	34	469
2nd quarter	164	153	90	24	16	31	477
3rd quarter	157	150	94	24	17	33	476
4th quarter	152	151	96	24	16	36	478
1965 January	150	150	95	23	15	32	465
February	141	156	62	26	17	35	440
March*	150	155	97	21	17	33	468
1964 4th quarter	152	151	96	24	16	36	478
1965 1st quarter*	147	154	85	23	16	33	458

* Provisional estimates.

dock strikes in the United States. It does not appear that the delay in imports from that country was fully made good in March. The value of total imports in March was £468 million (seasonally adjusted), and the average in the first quarter was £458 million a month, 4 per cent lower than in the preceding quarter. Though this partly reflects the effect of the United States dock strikes, the trend has been firmly downward since the closing months of last year.

Much of the decline in imports in recent months has been in food, beverages and tobacco, which were 7 per cent lower in the first quarter than in the fourth quarter of last year, following a 6 per cent fall in that quarter on the third. Only a small proportion of the latest decline appears to be attributable to the delays in food shipments arising from the American dock strikes. Some contribution to the recent decline in total imports has come from categories of goods which are mainly subject to the temporary import charge. These have shown significant reductions, though partly on account of the United States dock strikes. Imports of chemicals in the first quarter were 7 per cent lower than in the fourth quarter, other semi-manufactures 5 per cent lower, and finished manufactures 7 per cent lower. The latter category is particularly affected by the United States dock strikes so that whether, except for this factor, there has been a decline remains uncertain.

Apart from the sharp fall in imports from North America in the first quarter, which reflects the low arrivals from the United States in February, the main contribution to the decline in recent months has been in lower imports from the sterling area countries, especially Australia and India. Imports from the sterling area were 3 per cent less by value in the first quarter of this year following decreases of 3 and 4 per cent in the two preceding quarters. Imports from most other main areas have shown some reductions in recent months, but imports from Western Europe have continued to rise with a 2 per cent increase in the first quarter as compared with the last quarter of 1964. This continued growth in imports is entirely confined to certain EFTA countries; imports from the Common Market have been falling slightly.

Notes:

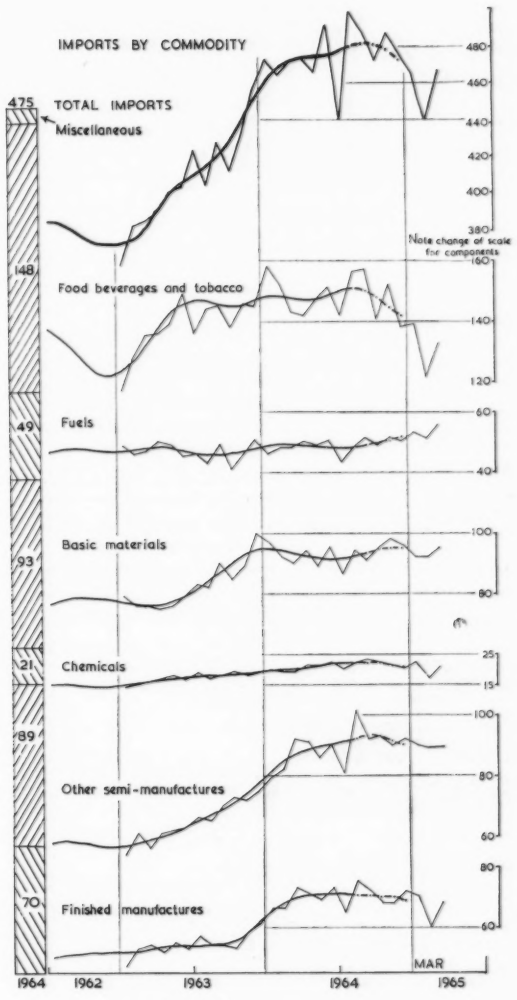
A further article based on the full Trade Account figures will appear in the issue of the *Board of Trade Journal* of May 7.

The full Trade Account particulars will be published on May 3*, and further analysis of the figures will be found in the form of tables in the Monthly Report on Overseas Trade for May† due to be published on or about May 27.

Trade balance

The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight,

Table 5. Imports: commodity classes



Seasonally adjusted £ million c.i.f. monthly average or calendar months

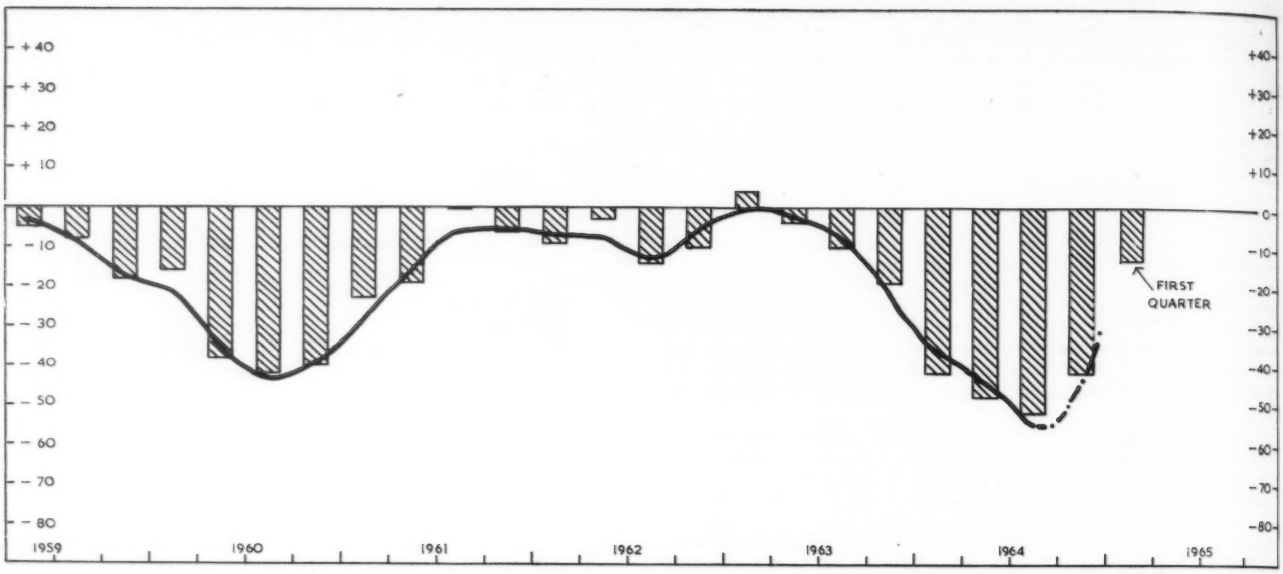
	Food beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufacturers			
1964 1st quarter	151	48	197	93	20	85	68	4	469
2nd quarter	147	50	206	94	21	90	71	4	477
3rs quarter	152	48	204	91	22	91	70	5	476
4th quarter	143	51	209	96	21	92	69	7	478
1965 January	139	52	195	92	20	83	67	8	465
February	122	51	199	92	17	89	60	6	440
March*	134	56	205	95	21	89	68	5	468
1964 4th quarter	143	51	209	96	21	92	69	7	478
1965 1st quarter*	132	53	199	93	19	87	65	7	458

* Provisional estimates.

UK TRADE IN MARCH, *continued*

THE TRADE BALANCE

£million per month seasonally adjusted



which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, March 1965. HM Stationery Office. Price 50s., by post 51s.
† Report on Overseas Trade. Published by HM Stationery Office. Price 3s. 6d., by post 3s. 10d. Annual subscription £2 6s.

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Index of retail prices in March

The Ministry of Labour announce that at March 16, 1965, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 109.9, compared with 109.5 at February 16. The rise in the index during the month was due to rises in the average levels of prices for many items.

NOTE: Details of the principal changes in the index groups between mid-February and mid-March will be given in the April issue of the Ministry of Labour Gazette to be published on April 29, in which will also be found in the index figure for each month from January 1956.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HM Stationery Office, PO Box 569, London, S.E.1:

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BTA raises minimum membership contribution

THE MINIMUM annual membership contribution to the British Travel Association has been raised from three guineas to five guineas. Announcing this at a recent meeting of the Association's Council Mr. L. J. Lickorish, general manager of the BTA, said that new members would be asked to contribute at the new rate immediately, but contributions from existing members would be accepted at the old rate for one year. It was hoped, however, that they would agree to contribute voluntarily at the higher figure when renewing their subscriptions.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in February were 6 per cent down on a year earlier. This compares with a decrease of 10 per cent in January and no change for December.

The value of stocks held at the end of February was 6 per cent higher than February last year.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to: The Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of Sales (Total Home Trade)		Value of Stocks (at end period) (b)	
		%		%
1963 Year	108	+ 3	..	..
1964 Year	112	+ 4	..	..
1964 1st quarter	100	+ 9	145	+4
2nd quarter	101	+ 3	135	+6
3rd quarter	111	+ 4	153	+7
4th quarter	138	+ 1	124	+5
1964 February	96	+13	140	+3
March	127	+ 5	145	+4
April	109	+ 8	139	+6
May	98	— 6	140	+7
June	96	+10	135	+6
July	79	+ 2	142	+5
August	97	+ 4	155	+6
September	156	+ 5	153	+7
October	156	— 1	135	+5
November	136	+ 3	133	+4
December	121	Nil	124	+5
1965 January	69	—10	129	+4
February	90	— 6	148	+6

Analysis by department

Percentage of corresponding values for 1963

	Sales (b)		Stocks (b)
	February 1965	January 1 to February 28	February 1965
Women's knitted outerwear, blouses and skirts	95·9	98·9	126·5
Women's coats, costumes, furs and raincoats	82·8	88·6	96·1
Women's underwear	90·5	90·5	111·5
Women's hose and children's socks	74·2	75·6	97·2
Women's millinery	93·9	95·7	116·0
Haberdashery, ribbons and wool	92·7	88·8	77·2
Children's wear	94·3	93·4	110·5
Men's and boys' shirts, pyjamas and outfitting	89·1	88·6	97·8
Gloves	92·3	92·3	148·5
Piece-goods and nets	104·6	97·6	96·1
Household textiles	94·4	90·5	97·5
Floor-coverings, furniture and hardware	96·7	94·2	113·0
Grand total (a)	93·9	92·4	105·6

Notes

(a) Including some items not included among the sub-headings. (b) Values at cost.

Retail stocks in February

THE VALUE of retail stocks at the end of February was 6 per cent higher than the corresponding year earlier figure, compared with increases of 5 per cent in January and 8 per cent at the end of 1964. After allowing for seasonal factors, the level of the value of stocks decreased slightly, and returned to the level of November 1964.

In volume terms stocks showed an increase of 4 per cent compared with a year earlier.

Estimates of changes in total retail stocks

(At cost at end of month). Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956.	96	100	101	102	102	100	97	95	101	109	114	100
1957.	100	105	107	109	110	107	104	103	107	117	123	107
1958.	105	109	111	112	112	109	106	106	110	119	123	109
1959.	108	111	112	114	115	114	111	109	114	123	129	115
1960.	113	119	123	124	126	125	120	118	123	131	136	120
1961.	119	124	129	131	132	131	126	124	128	136	142	125
1962.	124	128	135	137	139	135	132	130	133	144	151	133
1963.	130	134	142	142	143	139	135	133	135	147	157	137
1964.	139	141	147	150	149	148	139	143	146	156	167	148
1965.	146	149										
1961.	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962.	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963.	+5	+4	+5	+4	+3	+3	+2	+2	+1	+2	+4	+3
1964.	+6	+5	+4	+6	+4	+6	+4	+8	+8	+6	+6	+8
1965.	+5	+6										
(b) At constant (Dec. 1956) prices.												
1956.	99	103	103	104	103	101	98	96	102	110	115	100
1957.	100	104	106	108	109	106	113	102	106	115	121	105
1958.	104	107	109	110	110	107	104	104	108	117	121	107
1959.	106	109	110	113	113	113	110	108	112	121	127	113
1960.	111	117	122	122	124	123	117	116	120	128	133	117
1961.	116	121	125	127	127	126	121	118	122	129	134	118
1962.	117	121	127	129	130	125	122	120	123	133	139	122
1963.	121	123	131	131	132	129	124	122	124	135	144	126
1964.	127	128	134	136	134	133	125	128	131	140	149	132
1965.	130	133										
1961.	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	Nil
1962.	+1	Nil	+2	+2	+2	+1	Nil	+2	+1	+3	+4	+4
1963.	+3	+2	+3	+2	+2	+3	+2	+2	+1	+2	+3	+3
1964.	+5	+4	+2	+4	+2	+3	+1	+5	+6	+4	+4	+5
1965.	+2	+4										

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958).

VISITS OVERSEAS BY UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, April 16, 1965.

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Be My Guest	Rank Film Distributors Ltd.	Three Kings Films Ltd.	Br/E 30236	82	April 12
Three Hats for Lisa	Warner-Pathe Distributors Ltd.	Seven Hills Film Productions Ltd.	Br/E 30237	99	April 12
Look at Life Series 25: *Cool Cats*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30239	9	April 13
Pathe Pic Series 534/546: *Pathe Pic No. 540*	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 30250	8	April 15
The Mood Man	United Artists Corp. Ltd.	Harold Baim Motion Picture Productions Ltd.	Br/E 30251	22	April 15
Movietone News 1870A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29922	8	April 15
Movietone News 1871	" "	" "	Br/E 29923	7	April 15
Pathe News 65-30	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29974	8	April 15
		FOREIGN			
Cosmonauts on Venus	New Realm Pictures Ltd.	George Michael Television and Motion Picture Productions Ltd.	F 30238	74	April 12
Strange Bedfellows	Rank Film Distributors Ltd.	Universal International Films Inc.	F 30243	99	April 13
Lighthouse Keeping Blues	" "	" "	F 30244	6	April 13
Get Lost! Little Doggy	" "	" "	F 30245	6	April 13
Roof Top Razzle-Dazzle	" "	" "	F 30246	6	April 13
Roamin' Roman	" "	" "	F 30247	6	April 13
Dear Brigitte	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.	F 30248	100	April 13
The Love Goddesses	Paramount Film Service Ltd.	Saul J. Turell-Graeme Ferguson Production for Walter Reade-Sterling Inc. c/o Paramount Picture Corporation	F 30249	73	April 13

NOTE: The registration of the film 'The Ipcress File' (F 30196) registered on March 19, 1965, has been amended to a British quota film (Br/E 30196) with effect from that date.

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approximately 500 lots of
CIVIL ENGINEERING AND QUARRY MINING PLANT, SPARES, MOTOR VEHICLES, TRAILERS, MACHINE TOOLS, AGRICULTURAL MACHINERY AND IMPLEMENTS, AIRCRAFT, etc.

including

EXCAVATORS by PRIESTMAN and RUSTON BUCYRUS (10RB, 33RB, 43RB), TRACTORS, BULLDOZERS and ANGLEDOZERS by CATERPILLAR ('D2', 'D4', 'D7') and INTERNATIONAL ('BTD6', 'BTD8', 'TD9', 'TD18', 'TD24'), MOBILE CRANES by ALLEN MICHIGAN, BROWNING, COLES and PIENE, TRACTOR SHOVELS by BRISTOL, CASE, CHASESIDE, FERGUSON, FIAT, JCB, JOHN DEERE, MASSEY FERGUSON, WEATHERILL and WHITLOCK, SCRAPERS, DUMPERS by BENFORD, CAMMILL, GF, MOTOR RAIL and THWAITES (1-7 cu. yd.), MIXERS by BENFORD, STOTHERT & PITT and WINGET, PILE DRIVING PLANT, CORVETTE SWEEPERS, SIMPLEX DIESEL LOCOMOTIVES, TIMBER and FELT SECTIONAL CONTRACTORS HUT c/w FLOOR, 15ft. x 10ft.,

also

COMPRESSORS by ARPIC, ATLAS COPCO, BROOMWADE, INGERSOLL RAND and INTERNATIONAL, GENERATORS by ALLUM, AUTO DIESEL, CHRYSLER, CROSLEY, FOWLER, JACOBSON, PAXMAN and WAUKESHA, WELDERS, DIESEL and PETROL ENGINES by BMC, DENNIS, FORD, JAP, LEYLAND and PERKINS, GEARBOXES, TIPPING GEAR, HYDRAULIC JACKS, 'D' SHACKLES, PULLEY BLOCKS, TYRES and 200 TONS OF EXCAVATOR AND VEHICLE SPARES by LEADING BRITISH AND AMERICAN MANUFACTURERS, MACHINE TOOLS, DIES, REAMERS,

and

CESSNA '175B' AIRCRAFT with KING 90E/360 CHANNEL RADIO, 585 HOURS (1961), (Subject to Board of Trade Export Licensing Regulations).

and

HYDRAULIC TIPPING, DUMPER, and OTHER TRUCKS by AEC, AUSTIN, BEDFORD, COMMER, MORRIS and 'THAMES TRADER' (5-15 tons), FODEN TRACTOR with 18 TON LOW LOADING TRAILER, FORDSON FITTED MACHINERY TRUCK, FORK-LIFT and OTHER FACTORY TRUCKS, TRAILERS (5-40 tons), etc.,

also

COMBINE HARVESTERS by INTERNATIONAL, MASSEY FERGUSON, MASSEY HARRIS and VIKING, TRACTORS by FORDSON, INTERNATIONAL and NUFFIELD, PLOUGHS, SPREADERS, SPRAYERS, HARVESTERS, BALERS, CANVAS COVERS, etc.

SALE COMMENCES at 10.30 a.m.

FOR VIEWING DATES AND TIMES, SEE CATALOGUE

CATALOGUES MAY BE OBTAINED FROM THE 14th APRIL ONWARDS FROM THE AUCTIONEERS' OFFICES: WALKER, WALTON & HANSON, DEPT. C7, BYARD LANE, BRIDLESMITH GATE, NOTTINGHAM. Tel. Nottingham 54272 (10 lines).

W. & H. PEACOCK, DEPT. C7, 10 LIME STREET, BEDFORD. Tel. Bedford 66366 (4 lines).

Government surplus sales by auction

MINISTRY OF DEFENCE (ARMY DEPARTMENT)

1965	Stores	Location	Auctioneers
April 27-30.	Machine tools; woodworking machines; wood impregnation pressure plant; punching; shearing and angle cropping machines; Stirk horizontal planer and horizontal, precision and other boring machines; watches; textiles; clothing; wireless and electronic equipment and miscellaneous stores.	Ordnance Disposal Depot, Royal Arsenal, Woolwich, London, S.E.18.	Fuller, Horsey, Sons & Cassell. (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).
May 4-6 .	Passenger, load carrying and dual-purpose vehicles; motor cycles, including: Rolls-Royce "Silver Wraith' and Austin 'Princess' Limousines, Morris Minor and Mini-Minors, A.E.C. 'Matador' tractors, trailers (20 and 40 tons); Leyland 'Hippo' tractors; Humber 1-ton trucks; Ruston Bucyrus '33RB' excavators; Coles cranes; Ransomes & Rapier '410' excavators; Coventry Climax forklift trucks; Allen trenchers, etc.	Ordnance Storage and Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
May 13-14 .	Plant and equipment and miscellaneous stores including: 65 Lister generator sets 17 kVA T/M, 130 generator sets 3-3½ kVA, charging sets; power units, 250 C.A.V. fuel pumps; 1,750 fuel injectors; Petter petrol engines; Ruston Hornsby and Lister crankshafts; industrial forklift trucks and tractors, auto trucks and trailers ; tyre inflation plants; battery chargers and control boxes; voltage regulators; 'Air Pumps' compressor; Mono water pumps; armoured and canvas hose; pump maintenance kits; 38 Wayne gasoline pumps; lead acid batteries; ladders; telegraph poles; chain saws; tool chests; flexible drives; mine detectors; curved corrugated sheets; breathing apparatus; 360 swivel seats; 12 in. electric fans; canvas tents; 1,000 wireless reception sets; electronic valves; aerial arrays; frequency meters; wave meters; microphone receivers headgear; telephone sets; kits for 19, 52 and 88 wireless sets; 60 ft. tower components; recording bridges; loudspeaker units; teleprinters and spares; surveying equipment; theodolites and telescopic levels; prismatic and maching compasses; 1,250 telescopes; measuring tapes; plotting boards; sound ranging recorders; stereoscopic mapping equipment; calculating machines; 270 prismatic binoculars; range finders; geophones; drawing instruments; 360 watches; large quantities of LT electric cable; wireless, signalling, engine and pump spares; 1,525 wooden hand spikes, 6 in. etc.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).
May 19	VEHICLE REPAIR DEPOT CLOSURE. Machine tools including Asquith radial drill; Kitchen & Wade honing machine; Kearns & Van Norman borders; Heenan & Froude dynamometers D.P.X.3; Weaver 60-ton press; welding equipment; Black & Decker valve refacers; hand and bench drills; crack detectors; Iron Fairey, Rapier & Taylor 'Jumbo' cranes; Coventry Climax forklift trucks; fire trailer pump 120-220 g.p.m.; industrial works trucks by Greenwood & Batley and others; jacks by E.P.C.O. & Batley; office equipment and furniture, etc.	Vehicle Repair Depot, Oldmixon, Weston-super-Mare.	Percy Palmer (Dept. L), 3 Magdala Buildings, Weston-super-Mare. (Tel. 1636).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

(*Continued on next page*)

MINISTRY OF DEFENCE (AIR FORCE DEPARTMENT)

1965	Stores	Location	Auctioneers
April 29 .	Miscellaneous stores and equipment .	No. 25 Maintenance Unit, Royal Air Force, Hartlebury and Royal Air Force Station, Hereford.	Nock & Joseland (AFD1), 65 Coventry Street, Kidderminster. (Tel. Kidderminster 2053.)

The above sale will include:

Clothing and equipment: Airmen's greatcoats; jackets; blouses and trousers; No. 1 dress; padded trousers; woollen pullovers; socks and stockings; shirts and collars; woollen vests; rugby shorts and shirts; raincoats; officers' greatcoats; navy blue clothing; P.V.C. jerkins; outer coats; kerosene suits; kapok coats; cold weather clothing; groundsheets; oilskin clothing; denim and flying clothing; motor cycle coats; khaki drill clothing; airmen's caps and berets; gloves; W.R.A.F. clothing, etc.; webbing equipment including packs and haversacks; kit bags; air travel bags; mess tins; water bottles; steel helmets; respirator face pieces, etc.

Footwear: Black and brown ankle boots; black leather flying boots; black boots and shoes; cold weather boots; kerosene boots; knee boots; motor cycle boots; W.R.A.F. overboots; clogs; canvas shoes; hospital slippers, etc.

Electrical equipment: Electric motors; generators and alternators; rectifiers; regulators; invertors; transformers; battery chargers and charging boards; batteries; cable; various lamps; electric fans; meters; and a large quantity of small spares.

Cameras and Photographic Equipment: Quantity of aircraft cameras of various types; magazines; Kodak Supermatic cameras; bantam cameras; enlargers; epidiascopes; exposure meters; Kodak drying cabinet; glazing drum; various lenses; chemicals; scrap film and bromide paper, etc.

General stores: Bearings; aircraft wheels; brake units and friction plates; aircraft seats; hydraulic equipment; reservoirs; actuators; fire extinguishers; exhaust fans; water pumps; windshield groups; wooden cable reels; empty cases; rubber dinghies, etc.

Office and Barrack Furniture: Windsor, Suffolk, Fireside, Easy, Tubular and Dining chairs; writing, Barrack, Dining, Coffee and Side tables; chests of drawers; dressing chests; wardrobes and bedside lockers; bedsteads; bureaux; cupboards; bookcases and filing cabinets; pianoforte; carpets and rugs; mattresses, etc.

Note: The stores are lying at No. 25 Maintenance Unit, Royal Air Force, Hartlebury and at Royal Air Force Station, Hereford. For particulars of viewing arrangements see detailed catalogue.

May 19 .	Miscellaneous stores and equipment .	No. 7 Maintenance Unit, Royal Air Force, Quedgeley, Glos.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel.: Gloucester 21267).
May 26 .	Miscellaneous stores and equipment .	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sales on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*.)

TENDER SALES

Applications are invited from firms who are interested in tendering for wood cases and scrap timber as and when sales are arranged at Royal Air Force Stations. Applications to be addressed to the Ministry of Defence, Air Force Department (AFC 19a)), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF PUBLIC BUILDING AND WORKS

1965	Description of Goods	Location	Auctioneers
April 23 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Store, Shed 10, Site 1, Kidbrooke Park Road, London, S.E.3.	Hollingsworths, 6 Snow Hill (2nd Floor), Holborn Viaduct, London, E.C.1. (Tel. City 1718 and 1828).

Catalogues, price 6d., are obtainable from the auctioneers. View days: day preceding the sale and morning of the sale.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

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Exhibitions and Fairs

British success at Dusseldorf Clean Air Show

THE INTERNATIONAL Clean Air Exhibition and Congress which opened in Dusseldorf on April 5 was considered by the 13 British firms, who were either participating on the British combined stand or through their subsidiaries or agents to be of great benefit. Almost 2,000 technical and scientific experts from 22 countries attended the Congress held from April 5 to 7 at which 40 papers were read. Mr. A. Marsh, director of the Society for Clean Air, read a paper at the Congress on the subject of 'Education and Publicity for Clean Air' which was well received. An additional attraction of the exhibition was an information exhibit organized by the Verein Deutscher Ingenieure with the theme of 'Clean Air'.

The British exhibitors represented the largest foreign group of the 135 German and foreign firms participating in the exhibition. Other non-German firms were from Belgium, France, Italy, Holland, Austria, Switzerland, Liechtenstein and the United States.

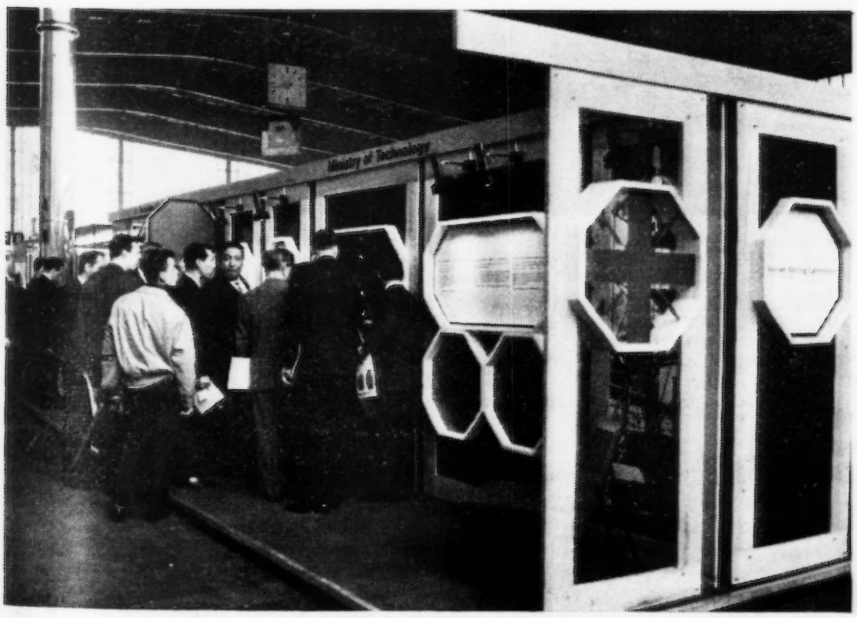
The British combined stand, which was organized by the National Society for Clean Air in conjunction with the Board of Trade and designed by the Central Office of Information, created a great deal of interest among technicians and visitors to the exhibition.

The equipment shown on the British stand included a clean room, measuring instruments, space heaters, gas sampling apparatus, air filters, recovery units, scrubbers, a working model showing the erection of a steel chimney and a further working model which demonstrated the effect of buildings on the discharge of smoke from chimneys. The latter exhibit, which was organized by the Ministry of Technology, attracted a constant stream of technicians in this field who often returned to the stand with business associates to operate the model. The National Society for Clean Air, who manned an information point, reported that they were inundated by inquiries many of which originated from local Government Authorities of the German Laender.

The British exhibitors on the combined stand all felt that their participation had been beneficial as they were able to compare their own products with those of their competitors and to discuss requirements of industries in countries both in and outside Germany. Although at an exhibition of this type it is unusual for equipment to be sold from the stand, one firm had received two orders which could be considered to be firm. One of the orders was placed by a representative of an English engineering firm. Another firm's exhibit created so much interest that if all the inquiries should materialize, the firm would be fully engaged in their specialized field for many months to come. The same firms also received numerous inquiries for the manufacture of their products under licence. Other exhibitors were able to discuss agency requirements with prospective agents and expressed the hope that working agreements would be concluded.

The British firms who were showing independently also felt that they would obtain very substantial orders as a result of their participation in this exhibition and inquiries for their equipment were received from Turkey, Scandinavia, Greece and Czechoslovakia.

Details of the amendments and additions to the classified lists of Trade Fairs and Exhibitions are to be found on page 901.



Some of the visitors at the British stand at the Düsseldorf Clean Air Show.

Mr. Roy Mason to visit British Shipbuilding Exhibit in Norway

MR. ROY MASON, Minister of State (Shipping), Board of Trade, is to visit the International Shipping Exhibition, Oslo, on May 19, where he will see displays by more than 40 British firms – the largest foreign contingent. The Exhibition lasts from May 14 to May 30.

Twenty-one of the British firms will have individual displays on a combined stand, covering some 4,400 sq. ft. organized on a 'joint venture' basis in collaboration with the Board of Trade by the Shipbuilding Conference at an overseas fair, and their fourth exhibit at a Scandinavian event.

The latest developments in ship design and building technique, as well as in ship repairing and in the production of marine steam turbine and diesel engines, will be illustrated by models, photographs and three-dimensional exhibits set within the British stand, which is designed to create a nautical atmosphere.

A large number of leading personalities of the Scandinavian shipping scene will be invited by the Shipbuilding Conference to see the British exhibit and to attend a reception given by the Conference on May 19 – the date designated 'British Shipbuilding Day'. The remaining British exhibitors will mount individual stands elsewhere in the Exhibition and other British products will be shown on the stands of Norwegian subsidiaries and agents.

In the past two years Britain has exported nearly £19 million worth of ships and boats to Norway.

New floor to be opened at Design Centre

AN IMPORTANT development in the work of the Council of Industrial Design will be marked on May 4 when Mr. Douglas Jay, President of the Board of Trade, opens a new floor at the Design Centre in London's Haymarket. The new floor is to be used to stage up to eight special exhibitions a year, some of which will include examples from the capital goods industries, a field not previously covered by the Design Centre and one which is now receiving special attention from the Council.

The first of these exhibitions is being arranged jointly by the Society of Industrial Artists and Designers and the Council of Industrial Design. Titled 'Profit by design', it will explain the role of the designer in industry and demonstrate the contribution that industrial design can make to sales, profits and manufacturing efficiency.

British Food at Montreal Show

REAL TURTLE SOUP, English cheeses, Edinburgh rock, butterscotch and assorted biscuits will be among the many products trade buyers will see at the official British display to be organized at Canada's first International Food Festival, part of the Grocery and Supermarket Show, Montreal, to be held from April 25-28. The British display, featuring the products of 30 British firms and covering some 2,800 square feet, will be one of the largest at the Festival, and has been arranged by the Board of Trade and the British Trade Commission in Montreal. Most of the products will be shown on the stands of agents. In addition to this official display, British products will be shown through agents elsewhere in the Show.

The strong emphasis at this, the third annual Grocery and Supermarket Show, will be on new food products and food merchandising ideas, and this year it will have the largest assortment of speciality and gourmets foods ever assembled in Canada.

The total value of British food and beverage exports to Canada during 1964 was £9,120,000.

Warming up for the British Week in Milan

BIRMINGHAM Chamber of Commerce and Industry is to send a selling mission to Milan at the end of May. The group will be in Milan for four days, from May 23. The receiving organization in Milan is the British Chamber of Commerce. They are arranging a series of appointments for the members of the mission at agent, wholesale and retail levels.

This will be the sixth European country which selling missions from the Birmingham Chamber have visited within a period of just over 18 months.

British fashions at Berlin, Paris and Dusseldorf

PREVIEWS, organized in collaboration with the Board of Trade, of new British autumn and winter women's ready-to-wear fashions are being presented in Berlin, Paris and Düsseldorf.

The first – which opened at Berlin on April 21 and closes on April 25 – is being arranged by the Fashion House Group of London, and the other two – at Paris from April 24 to 29, and at Düsseldorf from May 2 to 6 – by the British Fashion Export Group. The Berlin preview is being held during the Berlin Fashion Week, in individual rooms at the Hilton Hotel, and features suits, coats, raincoats, day and evening gowns, and sports and leisure wear contributed by 12 British fashion houses. West German trade buyers are being invited to breakfast in the hotel's rooftop restaurant to see at the same time the daily mannequin parade by 14 British model girls showing 500 outfits. This is the Fashion House Group of London's second presentation in Berlin, the first being at the Kongress Hall last October when an estimated 700 buyers attended.

In Paris, the British Fashion Export Group is organizing a display at the International Exhibition of Women's Ready-To-Wear Clothing (Salon International du Pret a Porter Feminin). This will be the Group's fifth collaboration with the Board of Trade on a 'joint venture' basis at this event. Fifteen member-firms occupying individual boutiques will include in their exhibits dresses and suits, and a wide range of coats, skirts, blouses, knitwear and bridalwear. The British Ambassador, Sir Patrick Reilly, will attend the Exhibition on the afternoon of April 24.

Three days after the close of the Paris event, six member-firms of the British Fashion Export Group will take part in the International Fashion and Sales Week Exhibition (IGEDO) at Düsseldorf. Occupying scattered individual stands, exhibitors will show a similar range of fashions to those at Paris but with the addition of maternity garments. This will be the Export Group's second participation in collaboration with the Board of Trade at an IGEDO event. The first was in the autumn of last year, when seven member-firms took part in a successful venture.

Independently of the official British displays, other British clothing firms are expected to be represented at the Düsseldorf event. The Export Group will staff a trade information enquiry stand at both Paris and Düsseldorf.

Exports of British clothing to West Germany in 1964 were worth £3.5 million, while those to France reached £2.3 million.

A general view of some of the stands at the second Samples Show held in Milan from April 6-7 in support of the British Week which will take place in Milan from October 9-17.

Seen at the official opening of the United Kingdom Pavilion at Johannesburg's Rand Easter Show are (left to right): Mr. James Currie, British Consul-General in Johannesburg; Sir Hugh Stephenson, British Ambassador to South Africa; Miss May Aschman, of Ramsay, Son & Parker (Pty.) Ltd.; Mr. Ronald Sanders; and Mr. Jack Lewington, exhibition manager, Central Office of Information. The theme of Britain's Pavilion this year is 'Textiles from Britain', and features displays of fabrics of all types from Britain's textile industries. In addition thrice-daily fashion parades of South African fashion, made from British fabrics, are staged to the public.

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CHANGES IN TRADE FAIRS AND EXHIBITION ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:*

	Date last published	Date next published
Outside Europe ...	*April 2*	*July 2*
Europe	*March 5*	*June 4*
United Kingdom ...	*Feb 5*	*May 7*

Amendments and additions to the three lists will be shown in the issues for the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.1. (Tel. Abbey 7877, Ext. 3557, Germany and Scandinavia: 2783, France Italy, Benelux, Switzerland, Austria, Finland, Irish Republic, Greece, Turkey and Middle East; 3558, United Kingdom and Rest of the World) will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitations, are not included in the lists.

* *indicates event which is held annually at approximately the time stated.*

† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists:

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on April 2, March 5 and February 5, respectively.

OUTSIDE EUROPE

Additions:

CLEVELAND: 17TH NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 21-24, 1966.

* At Public Auditorium. Apply, Clapp & Poliak Inc., 341 Madison Avenue, New York, N.Y.

EUROPE

Additions:

MILAN: INTERNATIONAL CYCLE AND MOTOR CYCLE EXHIBITION – November 30-December 9, 1965.

† Apply, National Association of Cycle, Motor Cycle and Accessories Manufacturers, Via Mauro Macchi 32, Milan. (Tel. 27604 and 270515).

STOCKHOLM: INTERNATIONAL BOAT SHOW – March 17-28, 1966.

* Apply, 'Allt for Sjon' Fack, Storangsvagen 18, Stockholm NO.

LYONS: INTERNATIONAL FAIR – March 19-28, 1966.

* Apply, Robert Brandon & Partners Ltd., 10 Clifford Street, London, W.1. (Tel. Regent 0511).

OFFENBACH: INTERNATIONAL LEATHER GOODS FAIR – August 27-September 1, 1966.

* Apply, Offenbacher Messe G.m.b.H., Kaiserstrasse 108-112, Offenbach am Main.

Amendment:

The Board of Trade have been informed that the 62nd Berlin Fashion Week will be held from October 4-15th, 1965, and not on the dates shown in the *Board of Trade Journal* of March 5.

UNITED KINGDOM

Additions:

MANCHESTER: 'MANCHESTER EVENING NEWS' DO-IT-YOURSELF AND HOBBIES EXHIBITION – November 9-20, 1965.

* At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

BLACKPOOL: INTERNATIONAL GIFTS FAIR – January 31-February 4, 1966.

* At Winter Gardens. Apply, Trade Promotion Services Ltd., St. Dunstan's House, Carey Lane, London, E.C.2. (Tel. Monarch 8391).

GLASGOW: SCOTLAND'S FOOD EXHIBITION – April 19-30, 1966.

* At Kelvin Hall. Apply, Scottish Trades' Markets & Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

MANCHESTER: BUILDING TRADES EXHIBITION – October 11-22, 1966.

† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Deansgate, Manchester 3. (Tel. Deansgate 6363).

BRITISH OVERSEAS FAIRS LTD.

British Overseas Fairs Ltd., the branch of F.B.I. which organizes British participation in exhibitions in various parts of the world, in consultation with the Board of Trade, is at 21 Tothill Street, London, S.W.1. (Tel. Abbey 6376).

'Colsax 1965'

The Corset Guild of Great Britain have announced that COLSAX '65 has been postponed until 1966.

Fifth SIMA Exhibition in Moscow

THE FIFTH exhibition to be held by the Scientific Instrument Manufacturers' Association in Moscow will be opened on May 26 by HM Ambassador to the USSR, Sir Humphrey Trevelyan. At the exhibition 31 members of SIMA will be showing equipment valued at £500,000. The instruments to be shown include the most recently developed equipment for a wide range of industries. The exhibition will be open until June 4.

BMC opens permanent display of its commercial vehicles

'SHOWCASE for export'—a glass and concrete hall to show overseas visitors the range of commercial vehicles that the British Motor Corporation has to offer—was opened by Sir Richard Powell, Permanent Secretary of Board of Trade, at Longbridge, Birmingham, on April 8. BMC state that they have earned for Britain nearly £330 million in foreign exchange by their post-war exports of commercial vehicles. The total number of Austin and Morris vans and trucks shipped overseas during the last 18 years is 770,000—or 40 per cent of total output.

Sited near what is claimed to be one of the world's largest multi-storey car parks which has a capacity of 3,300 vehicles, the hall will provide the first permanent display of the Corporation's range of Austin and Morris vans and trucks, and has a capacity of between 30 and 40 vehicles.

Exhibition holding centre

FIRMS thinking of exhibiting in more than one continental fair in the course of the year may like to know of exhibition facilities provided by Euro-Center in Brussels. Unless their exhibits can be sold or are expendable, firms face the expensive choice between shows of storing their material in bond or freighting it home.

The permanent exhibition facilities maintained by Euro-Center Marketing Systems, Ltd., can be hired for short periods before, between or after major exhibitions at rates comparing favourably with bonded warehouse costs. Thus, a British firm wishing to take part in a trade fair in Milan and in one in Copenhagen could have its display on view at Euro-Center in Brussels during the intervening period instead of in storage or transit.

For further details, apply to Euro-Center Marketing Systems Limited, 1 Westminster Palace Gardens, Artillery Row, London, S.W.1 (Tel. Abbey 1101) or 60/62 rue Royale, Brussels 1. (Tel. 11.33.83).

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*"—*The Times.* Monthly **3s. 6d.** (by post 3s. 10d.). Annual subscription **£2 7s.** including postage.

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9. Assistance in finding licensees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Double Taxation Convention between United Kingdom and Sweden

THE revised Double Taxation Convention relating to duties on the estates of deceased persons (replacing the Convention signed on July 28, 1960) was ratified on March 10, 1965, and has now been published as the Schedule to an Order in Council numbered S11965 No. 599.

United Kingdom and Czechoslovakia

A NOTICE on a trade agreement between the United Kingdom and Czechoslovakia was published in the *Board of Trade Journal* dated April 9, 1965, pages 806 and 807. The following amendments to the section headed 'Goods the import of which from Czechoslovakia remain subject to specific licence' should be noted.

1. The following paragraph:
   'Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, vegetables canned or bottled, being asparagus, green beans . . . spinach and turnips.'
   should read:
   'Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid.
   Vegetables canned or bottled, being asparagus, green beans . . . spinach and turnips.'
2. The following paragraph:
   'Fruit fresh, frozen, dried, provisionally preserved (including pulp), fruit canned or bottled being apples, bananas . . . raspberries and strawberries.'
   should read:
   'Fruit fresh, frozen, dried, provisionally preserved (including pulp).
   Fruit canned or bottled being apples, bananas . . . raspberries and strawberries.'

Austria and Czechoslovakia

AN AUSTRO-CZECHOSLOVAK Mixed Trade Commission met in Vienna during December, 1964, to fix mutual trade quota lists for 1965, as provided for in their long-term agreement of February 14, 1962.

The 1965 quota lists, which came into effect on January 1, allow for an expansion in trade of approximately 10 per cent from $36 million to $40 million worth of goods in either direction.

Increased quotas in the Austrian export list include those for wood and paper products, precision machine tools and measuring instruments, iron and metal goods, rubber and plastic goods, yarns and mineral oil derivatives. Increases in the Czechoslovakian export quota list include iron and metal goods, alumina and honey.

The text of this agreement in English, and quota lists in German are held at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459 and 461).

Austria and the USSR

A PROTOCOL to the 1961-1965 Trade Agreement between Austria and the USSR, specifying the quotas for Austro-Soviet trade for 1965, was signed in Moscow on December 4, 1964.

Austrian exports to the USSR will include steel tubes and fittings, cables and related products, knitted goods, leather shoes, machinery, particularly for the chemical industry, and sundry goods.

Soviet exports to Austria will include coal and coke, iron-ore, crude oil, animal feed grain (barley), machines and machine fittings and sundry goods.

Full lists of the quotas may be seen at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Exts. 458, 459 and 461).

Cuba and Bulgaria

A CUBAN-BULGARIAN trade protocol for 1965 was signed in Havana on January 29, 1965.

Bulgaria is to supply Cuba with a variety of goods including tractors, agricultural machines, electric and diesel loaders, 'Maritzg 33' mobile irrigators, electric differentials, transformers, lathes, separators, wood-cutting machines, batteries, electric pumps, artificial fertilizers, the first 1,000 television sets (of a total of 75 thousand by 1970), wine, canned meat and vegetables, vegetable oils, fruit juices, jam, beans and apples.

Cuban exports to Bulgaria will include sugar, honey, nickel, tobacco and preserved fruits.

No further details are available about this trade protocol.

Spain and Poland

IT HAS BEEN announced in the Spanish Ministry of Commerce publication *Informacion Comercial Espanola* that a Protocol to the Payments Agreement of October 23, 1963, between IEME (the Spanish Exchange Control Institute) and the Handlawy Bank of Warsaw was signed on February 9.

The complete lists of commodities to be exchanged between the two countries may be seen at Export Services Branch, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449 or 450).

Italy and Syria

THE Italian Minister of Foreign Trade has announced that the Trade Agreement signed at Damascus on November 10, 1955, has been tacitly extended for a further year until February 26, 1966, without alteration.

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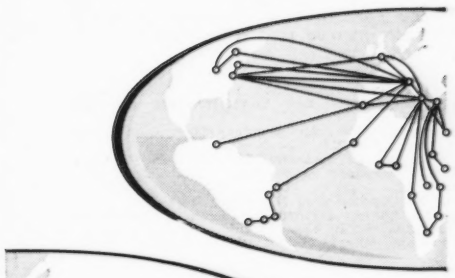

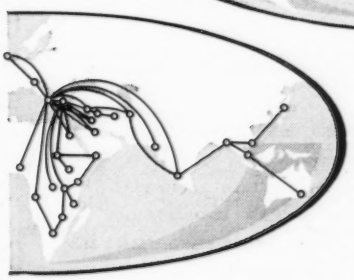

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Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

AUSTRALIA

Revolvers and Ammunition for Postmaster-General's Department, Stores and Contracts. May 6. E.S.B. 12730/65.*

Transformers for State Electricity Commission of Victoria. May 17. E.S.B. 12465/65.

Valves and Air Connectors for Stores and Contracts, Postmaster-General's Department. May 20. E.S.B. 13013/65.*

Electricity Commission of New South Wales:

Boilers. (Further Information.) Tender documents now available. E.S.B. 4584765.*

Capacitors. May 11. E.S.B. 12775/65.

BRAZIL

Coal Exploitation Project for Ministry of Mines and Energy. May 10. Tender documents (in Portuguese) now available. E.S.B. 13339/65.*

BURMA

Crane for Steel Mill, Insein, Ywama. May 7. E.S.B. 13038/65.*

Electrical Stores Corporation:

Radio Spares. May 18. E.S.B. 13041/65.*

Ice-making Plant. May 14. E.S.B. 13042/65.*

Transformers. May 18. E.S.B. 13039/65.*

VLF Receiver. May 18. E.S.B. 13040/65.*

People's Stores Corporation:

Air Compressors; Pumping Plant; Machine Tools. May 8. E.S.B. 13048/65.*

Crane. May 12. E.S.B. 13050/65.*

Ford Truck Spare Parts. May 10. E.S.B. 13034/65.*

Motor Cycles. May 6. E.S.B. 13045/65.*

Mobile Crane and Bulldozer. May 14. E.S.B. 13049/65.*

CANADA

Hydro-Electric Project for British Columbia Hydro and Power Authority. (Further Information.) Tender documents now available. E.S.B. 10676/65.*

CEYLON

Mortuary Coolers for Ministry of Land, Irrigation and Power. May 18. E.S.B. 12462/65.

Pine Board for Ceylon Transport Board. May 5. E.S.B. 12463/65.

Shoe Machinery for Ceylon Leather Products Corporation. June 11. E.S.B. 12464/65.*

COSTA RICA

Copper Conductors for Instituto Costarricense de Electricidad. May 24. Tender documents (in Spanish) now available. E.S.B. 13081/65.*

EGYPT

Timber for Egyptian Railways. May 6. E.S.B. 12724/65.

FORMOSA

Central Trust of China:

Vehicle Parts. May 7. E.S.B. 12751/65.*

Storage Batteries. May 7. E.S.B. 12754/65.*

Lightning Arrester. May 8. E.S.B. 12755/65.*

Mobile Crane. May 6. E.S.B. 12770/65.*

Rolled Spring Steel. May 7. E.S.B. 12772/65.*

Valves. May 7. E.S.B. 12771/65.*

GREECE

Hellenic State Railways:

Steel. May 11. E.S.B. 13375/65.*

Tarpaulins. May 7. E.S.B. 13376/65.*

Ministry of Trade:

Paper. May 10. E.S.B. 13509/65.*

Tachometer. May 10. E.S.B. 13016/65.*

Vessel Lights; Electric Welders. May 25. E.S.B. 13015/65.*

INDIA

Circuit Lines for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 11773/65.*

Control Cables for Kerala State Electricity Board. May 19. E.S.B. 13073/65.

Rolled Steel for India Supply Mission. May 13. E.S.B. 13361/65.

Diesel Engines for Singareni Collieries Company Ltd. May 20. E.S.B. 12712/65.

Electrical Equipment for Central Railways. June 30. E.S.B. 12467/65.

Gantry Crane for Irrigation Department, Obra Dam Project. June 10. E.S.B. 12470/65.

Steel Lift Gates for Public Works Department. May 6. E.S.B. 13072/65.

Transmission Line for West Bengal State Electricity Board. August 10. E.S.B. 10603/65.

Water Screens for Assam State Electricity Board. May 9. E.S.B. 13374/65.*

Ministry of Railways:

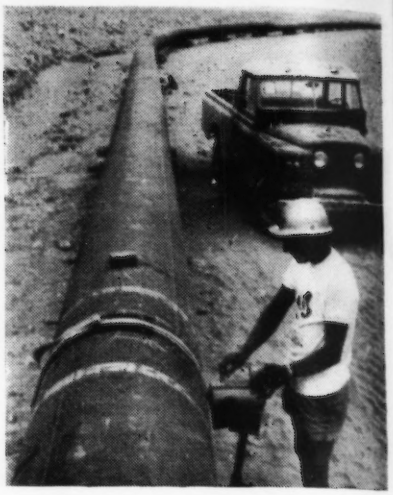
Steel Plates, Flats, etc. (Further Information.) Tender documents now available. E.S.B. 10988/65.*

Wheelsets. (Further Information.) Tender documents now available. E.S.B. 11779/65.*

Punjab State Electricity Board:

Power Equipment. (Further Information.) Tender drawings now available. E.S.B. 7378/65.*

Telephone Equipment. June 4. E.S.B. 9208765.*



Gamma rays being used in Libya by a Solus-Schall specialist to test an oil pipeline weld for flaws. The international inspection service of Solus-Schall (part of the Rank Organisation) have been awarded four contracts together worth £200,000, which call for the full facilities offered by the service.

Beas Purchase Organization:

Centrifugal Casting Machine. May 19. E.S.B. 12457/65.

Guillotine Shearing Machine. May 11. E.S.B. 12456/65.*

Steel. May 10. E.S.B. 12792/65.

Indian Telephone Industries Ltd.:

Machine Tools; Furnace; Shot Blast Plant. May 24. E.S.B. 12716/65.

Nickel Silver. May 17. E.S.B. 12717/65.

Glass Fibre Strip. May 24. E.S.B. 12718/65.

Atomic Energy Establishment, Trombay:

Cell Disintegrator. (Further Information.) Tender documents now available. E.S.B. 12174/65.*

Homogenizers. (Further Information.) Tender documents now available. E.S.B. 12175/65.*

Electrical Measuring System. (Further Information.) Tender documents now available. E.S.B. 12173/65.*

Oscilloscope. (Further Information.) Tender documents now available. E.S.B. 12169/65.*

Resistors. (Further Information.) Tender documents now available. E.S.B. 12168/65.*

Director of Supplies and Disposals:

Saw Sharpening Machine. May 21. E.S.B. 12469/65.*

Die Casting Machine. May 14. E.S.B. 13303/65.*

Pig Lead. May 25. E.S.B. 13099/65.*

Metal. May 5. E.S.B. 13100/65.*

Grinding Machine. May 20. E.S.B. 13097/65.*

Tensometers and Accessories. May 14. E.S.B. 13098/65.*

IRAQ

Canal Construction for Directorate General of Irrigation. May 26. E.S.B. 12742/65.

Dairy Plant Equipment for Dairy Administration. June 30. E.S.B. 12741/65.

Water Coolers for Ministry of Finance, Central Foreign Purchasing Board. May 22. E.S.B. 12738/65.*

Administration of Distribution of Oil Products:

Mechanical Equipment. May 26. E.S.B. 12740/65.

Pipes, Flanges and Fittings. May 16. E.S.B. 12739/65.

(*Continued on page 910*)

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Advertisement of Company Meeting

LEGAL AND GENERAL ASSURANCE SOCIETY LIMITED

Continued progress in 1964

IN HIS STATEMENT to shareholders, the Chairman, Viscount Harcourt said that 1964 was another year of good progress for the Society.

He stated that only one change had occurred in the directorate during the year. Mr. C. J. Morse had resigned from the board following his initial appointment as an adviser to the Governors of the Bank of England, and his subsequent appointment as an executive director of the Bank. Lord Harcourt expressed appreciation of the services rendered by Mr. Morse during the period of his directorship.

He reported an increase of 11 per cent in net new life sums assured from £356,563,229 in 1963 to £396,853,068 in 1964, and said that significant results were being achieved in increasing the individual life assurance side of the Society's business. During the year a considerable amount of work had been transferred to the Society's large computer installation which would be a great help in handling an increasing volume of business.

Regarding pension business, Lord Harcourt said he was pleased to report a further substantial increase in premium income from this source. A group prolonged disability scheme had been introduced which would prove useful to employers wishing to provide an income benefit for their employees in cases of long term sickness. Concerning the expected changes in the State pension and sickness schemes, the Society's staff were well qualified to give advice and would be able to meet all demands.

The gross rate of interest earned in the life assurance and annuity fund increased from £6 1s. 9d. per cent in 1963 to £6 6s. 0d. per cent in 1964. Mortality experience was satisfactory.

Lord Harcourt said that for several years special attention had been paid to the introduction of modern methods of administration with considerable success. Following the conversion of records in connection with life business to the computer, the Society's fire and accident business procedures would be similarly converted in due course.

He reported favourable results in the fire insurance account. Experience in the accident account had been more varied as increased rates for motor business overseas had not yet had their effect.

The premium income for fire business was £4,588,416 and for accident business £5,448,956, making a combined total of £10,037,372, representing increases over 1963 of 6 per cent, 20 per cent and 13 per cent respectively. The respective funds at the end of 1964 were fire £2,300,516 and accident £3,714,935, the combined total being £6,015,451. Claims as a percentage of premiums were fire 44 per cent., accident 54 per cent and combined fire and accident 49 per cent. Corresponding figures for expenses as a percentage of premiums were 45 per cent, 36 per cent and 40 per cent respectively. The underwriting surpluses were fire £381,246, accident £58,540, making a combined total of £439,786.

He reported that the 1961 marine account had produced a satisfactory surplus despite the more difficult conditions reported previously and the marine fund was sufficient to cover all liabilities with an adequate margin.

The total assets of the Society at December 31, 1964 amounted to £667,689,000 having increased during the year by £67,962,000. In the life department balance sheet, assets were represented as to £266,901,000 by stock exchange investments, as to £161,781,000 by freehold and leasehold properties and as to £173,022,000 by mortgages on property and other loans.

The directors recommended a final dividend of 2s. 6d. per share, making a total of 5s. 0d. per share for the year 1964, the penultimate year of the triennium.

Lord Harcourt concluded by expressing his gratitude to the staff throughout the world who had responded so admirably to the fine leadership given by the General Manager, Mr. P. Cahill.

Transistorized terminal equipment for handling 420 telephone channels, and power supply units to feed repeaters along the cable, have been supplied and installed by AEI Telecommunications Division for the expanded UK-Belgium submarine telephone link recently commissioned. Here power supply equipment is being checked. The UK-Belgium link is the forerunner of four higher capacity circuits, each of 480 channels, to be laid in the North Sea and English Channel during the next two to three years.

INFORMATION FOR EXPORTERS, *continued*

Ministry of Defence:
Barbed Wire. May 12. E.S.B. 12737/65.*
Tractor Spare Parts. (Further Information.) Tender documents now available. E.S.B. 12124/65.*
Vehicle Spare Parts. (Further Information.) Tender documents now available. E.S.B. 12123/65.*

IRISH REPUBLIC

Bridge Construction for Kerry County Council. (Further Information.) Closing date now known to be July 2. E.S.B. 1301/65.
Cobh Urban District Council:
Construction of Pumphouse. May 28. E.S.B. 13304/65.
Electric Pumps. May 28. E.S.B. 13305/65.
Chemical Equipment. May 28. E.S.B. 13306/65.

KENYA

Rails, Sleepers, Fish Plates, etc., for East African Railways and Harbours. Closing date not known. E.S.B. 12835/65.

MALAYSIA

Valves for Public Utilities Board. July 6. E.S.B. 13323/65.

MOZAMBIQUE

Electrical Equipment for Nampula Municipal Chamber. Closing date not known. E.S.B. 13330/65.
Ports, Railways and Transport Department:
Electrical Equipment. May 14. E.S.B. 6107/65.
Tools. May 17. E.S.B. 13343/65.
Metals. May 17. E.S.B. 13344/65.

NEW ZEALAND

New Zealand Post Office:
Capacitors. May 11. E.S.B. 12778/65.*
Pumps. May 13. E.S.B. 13341/65.*
R.F. Filters. May 14. E.S.B. 13340/65.*

PAKISTAN

Machinery, Compressors and Dumpers for East Pakistan Railway Board. June 9. E.S.B. 12769/65.*
East Pakistan Industrial Development Corporation:
Tractors. May 20. E.S.B. 12473/65.*
Weighbridges. May 24. E.S.B. 12472/65.*

PORTUGAL

Electrical Equipment for Empresa Termoelectrica Portuguesa S.A.R.L. May 31. E.S.B. 12551/65.

RHODESIA

Refrigerator Wagons for Rhodesia Railways. (Further Information.) Tender documents now available and these reveal that closing date is June 4. E.S.B. 11480/65.*

SOUTH AFRICA

Air-conditioned Rolling Stock for South African Railways. October 1. E.S.B. 12788/65.
State Tender Board:
Laboratory Equipment. May 11. E.S.B. 13383/65.*
Automatic Pipetting Machine. May 5. E.S.B. 13388/65.*
Laboratory Equipment. May 13. E.S.B. 13003/65.*
Laboratory Equipment. May 10. E.S.B. 13021/65.*
Laboratory Apparatus. May 14. E.S.B. 13022/65.*
PH Meter. May 6. E.S.B. 13392/65.*
Terminator Radio Antenna. May 6. E.S.B. 13020/65.*
Voltmeter; Oscillator. May 6. E.S.B. 13006/65.*
Ultracentrifuge. May 5. E.S.B. 12795/65.*
Laboratory Equipment. May 5. E.S.B. 12796/65.*

SPAIN

Medical and Meteorological Apparatus for Ministerio del Aire. (Advance Information.) Closing date not known. E.S.B. 13393/65.
Project Design Competition for Ministerio de Agricultura. July 1 and September 15. E.S.B. 12786/65.

SUDAN

Dial Scales for Sudan Railways. May 10. 13316/65.*

THAILAND

Wrenches and Pliers for State Railway of Thailand. May 7. E.S.B. 13059/65.

TUNISIA

Rails for Tunisian State Railways. (Advance Information.) Closing date not yet known. E.S.B. 12650/65.
Steel for Elfouladh-Societe Tunisienne de Siderurgie. May 5. Tender documents (in French) now available. E.S.B. 13518/65.*

TURKEY

Turbines for Iller Bankasi Genel Mudurlugu. May 5. E.S.B. 13315/65.*
Wire Rope for Turkish Maritime Bank. May 7. E.S.B. 13365/65.*

URUGUAY

Anchor Chains for Administration Nacional de Puertos. May 10. E.S.B. 13060/65.
ANCAP (State Oil Refinery):
Brass Discs. May 20. E.S.B. 13055/65.
Water Distribution Network. May 12. E.S.B. 13056/65.
Bottle Washing Machine. May 19. E.S.B. 13053/65.
State Electricity Board:
Lighting Sets. June 4. E.S.B. 13051/65.
Cable Control Equipment. June 2. E.S.B. 13031/65.
Battery Chargers and Spares. May 27. E.S.B. 13069/65.
Insulation. June 1. E.S.B. 13067/65.
Electric Cable. May 28. E.S.B. 13068/65.

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Algeria
Inquiry for clothing; consumer goods; foodstuffs; furniture. (E.S.B. 12320/65.)

Australia
Agency inquiry for foodstuffs; confectionery. (E.S.B. 5067/65.)
Inquiry for chiropody pliers, knives, scissors, tweezers, etc. (E.S.B. 13134/65.)
Inquiry for canning equipment. (E.S.B. 8689/65.)
Inquiry for floor covering. (E.S.B. 11152/65.)
Inquiry for mill requisites; textile plant and machinery; yarns. (E.S.B. 12095/65.)
Manufacture under licence – hardware; toys. (E.S.B. 12554/65.)
Manufacture under licence – household plastics items. (E.S.B. 12290/65.)

Austria
Agency inquiry for hydraulic equipment and presses. (E.S.B. 10574/65.)
Inquiry for fancy goods. (E.S.B. 6452/65.)

Austria/Czechoslovakia
Trade Agreement. (C.R.E. 5269/G.)

Austria/USSR
Trade Agreement. (C.R.E. 3074/G.)

Bahamas
Inquiry for scarves; silk ties; sweaters. (E.S.B. 12020/65.)

Canada
Agency inquiry for amplifying equipment. (E.S.B. 7387/65.)
Agency inquiry for process equipment. (E.S.B. 12885/65.)
Agency inquiry for art reproductions; oil paintings; picture frames. (E.S.B. 12556/65.)
Inquiry for crawler assemblies. (E.S.B. 12939/65.)
Inquiry for industrial steam boilers. (E.S.B. 12898/65.)
Inquiry for safety equipment. (E.S.B. 10731/65.)
Inquiry for crop sprayers. (E.S.B. 12336/65.)
Inquiry for camp stoves and lanterns; tent heaters. (E.S.B. 12028/65.)
Inquiry for diesel and petrol engines; industrial supply items. (E.S.B. 12623/65.)
Inquiry for technical products. (E.S.B. 2966/65.)
Inquiry for footwear. (E.S.B. 12533/65.)

Canary Islands
Inquiry for sulphate of ammonia; nematacides. (E.S.B. 8772/65.)

Colombia
Manufacture under licence – agricultural spraying equipment; fire-fighting equipment; milk cans. (E.S.B. 12359/65.)

Costa Rica
Inquiry for PVC for footwear. (E.S.B. 11698/65.)
Inquiry in respect of hospital building and equipment. (E.S.B. 5125/65.)
Inquiry for cement conveyors. (E.S.B. 12265/65.)

Cyprus
Inquiry for coffee bagging machine. (E.S.B. 12544/65.)

Denmark
Agency inquiry for footwear. (E.S.B. 12394/65.)

East Germany/Tunisia
Trade Agreement. (C.R.E. 2804/G.)

Finland
Agency inquiry for excavators. (E.S.B. 12259/65.)

France
Agency inquiry for machines for rinsing and drying linen; novelty household electrical equipment. (E.S.B. 12659/65.)
Agency inquiry for electronic equipment. (E.S.B. 11900/65.)
Agency inquiry for pullovers; ties. (E.S.B. 12327/65.)
Agency inquiry for gardening equipment; hardware. (E.S.B. 11676/65.)
Agency inquiry for coffee grinders; packaging equipment; welding machines. (E.S.B. 8193/65.)

Continued on next page

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AGENCY AND EXPORT OPPORTUNITIES, *continued*

Germany, Federal Republic of
Inquiry for steel products. (E.S.B. 11188/65.)
Inquiry for carpets; furnishing fabrics. (E.S.B. 12054/65.)
Inquiry for transistors, relays, condensers and rectifiers. (E.S.B. 12346/65.)
Inquiry for sluice valves. (E.S.B. 12988/65.)
Market report on agricultural machinery. (E.S.B. 5129/65.)

Hong Kong
Agency inquiry for biscuits; machine tools; packings and jointings; paint sprayers and spray guns; polyethylene crystals; shoes; valves. (E.S.B. 11878/65.)

Iran
Inquiry for crystal and glassware; raw materials for the manufacture of crystal and glassware. (E.S.B. 12563/65.)

Israel
Agency inquiry for steel furniture. (E.S.B. 12322/65.)
Agency inquiry for domestic appliances; electrical appliances; foodstuffs and confectionery; office machinery; alcoholic and non-alcoholic beverages. (E.S.B. 12350/65.)
Agency inquiry for constructional steel; steel tubes. (E.S.B. 12226/65.)
Inquiry for factory equipment; machines for carpets; spinning mill; textile laboratory equipment and machinery. (E.S.B. 12692/65.)

Italy
Agency inquiry for partly worked products; raw materials. (E.S.B. 12550/65.)
Agency inquiry for tools and accessories for aircraft engines. (E.S.B. 11953/65.)
Agency inquiry for foodstuffs; confectionery. (E.S.B. 11819/65.)

Jamaica
Agency inquiry for builders' hardware; household goods; imitation leather; plastics sheeting; sewing threads; shoe makers' requisites; suitings; upholstery tapestry. (E.S.B 11869/65.)
Agency inquiry for industrial fans. (E.S.B. 28191/64.)
Agency inquiry for steel wool. (E.S.B. 11880/65.)

Jordan
Inquiry for book binding and box-making equipment and materials. (E.S.B. 12997/65.)

Malaysia
Agency inquiry for wire and cable covering. (E.S.B. 12056/65.)
Agency inquiry for door fittings; lock furniture; locks. (E.S.B. 12217/65.)
Agency inquiry for diesel generating equipment. (E.S.B. 12842/65.)

Nepal
Inquiry for alternator sets and ancillary equipment. (E.S.B. 12892/65.)

New Britain, New Guinea and Papua
Agency inquiry for general merchandise. (E.S.B. 11917/65.)
Inquiry for manhole covers and gratings; paper insert. (E.S.B. 12062/65.)
Inquiry for construction equipment; woodworking plant. (E.S.B. 12264/65.)
Inquiry for steam engine; woodworking equipment. (E.S.B. 12265/65.)

New Zealand
Agency inquiry for drawing office supplies. (E.S.B. 11081/65.)

Nigeria
Inquiry for educational equipment. (E.S.B. 10592/65.)

Norway
Agency inquiry for cuff-links; tie-pins. (E.S.B. 12685/65.)
Agency inquiry for agricultural machinery. (E.S.B. 5677/65.)

Philippine Republic
Inquiry for laboratory equipment. (E.S.B. 12543/65.)

Portugal
Agency inquiry for dairy machinery; tyres; wheels and axles. (E.S.B. 11945/65.)
Agency inquiry for metric tapes; rubber balloons; stationers' requisites. (E.S.B. 12015/65.)
Agency inquiry for industrial machinery and accessories. (E.S.B. 11401/65.)
Agency inquiry for concrete manufacturing machinery; hospital equipment; industrial measuring equipment; laboratory equipment; packing machinery; plastics raw materials. (E.S.B. 12261/65.)
Agency inquiry for chemical products, colours and raw materials for the textile industry. (E.S.B. 12354/65.)
Agency inquiry for electrical domestic appliances; sports goods. (E.S.B. 12309/65.)
Agency inquiry for rugs; tiles; wall coverings. (E.S.B. 12283/65.)
Agency inquiry for industrial chemicals. (E.S.B. 12268/65.)
Agency inquiry for smoked salmon; tinned soups. (E.S.B. 12505/65.)
Agency inquiry for aluminium laminates; builders' hardware; plastic floor coverings. (E.S.B. 12235/65.)

Puerto Rico
Inquiry for equipment for pharmaceutical plants. (E.S.B. 11130/65.)

South Africa
Inquiry for machine tool accessories. (E.S.B. 9784/65.)

Sudan
Inquiry for cables; copper wire; light fittings and switch fuses; steel conduit tubes. (E.S.B. 13236/65.)

Sweden
Agency inquiry for blouses. (E.S.B. 12234/65.)
Inquiry for washers. (E.S.B. 12315/65.)
Inquiry for machinery for the manufacture of slide fasteners. (E.S.B. 12504/65.)
Inquiry for scouring cloths; mops. (E.S.B. 11103/65.)

Sweden/USSR
Trade Agreement. (C.R.E. 5408/2/G.)

Switzerland
Agency inquiry for foundation garments. (E.S.B. 11940/65.)
Agency inquiry for automotive equipment; garage equipment; machinery used in building industry. (E.S.B. 2573/65.)
Inquiry for furniture. (E.S.B. 12091/65.)

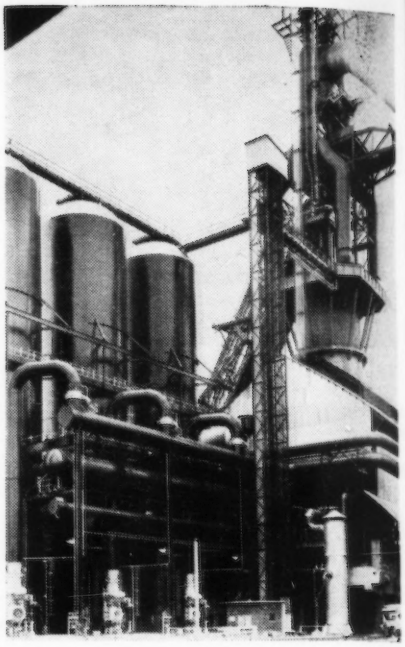
Trinidad
Inquiry for refrigerators. (E.S.B. 6417/65.)

Tunisia/Finland
Trade Agreement. (C.R.E. 7869/G.)

Turkey
Inquiry in respect of ferro-manganese; ferro-silicon. (E.S.B. 13199/65.)

Uganda
Inquiry for hinges; locks. (E.S.B. 3353/65.)
Inquiry for sawmill and woodworking machinery and equipment. (E.S.B. 3222/65.)

United States of America
Inquiry for steel bar. (E.S.B. 11681/65.)
Inquiry for steel bolts. (E.S.B. 12308/65.)
Inquiry for copperware; cutlery; leather gift items; pottery and chinaware; stationery and seasonal cards. (E.S.B. 4450/65.)
Inquiry for graphic art supplies. (E.S.B. 12541/65.)
Inquiry for industrial measuring devices; measuring tapes for surveying. (E.S.B. 12067/65.)
Inquiry for petroleum industry equipment. (E.S.B. 12332/65.)
Inquiry for strapping machines. (E.S.B. 9347/65.)



A 28ft. hearth diameter blast furnace at the Vanderbijlpark works of South African Iron and Steel Industrial Corporation Limited (ISCOR), which has recently been completed by Davy-Ashmore South Africa (Proprietary) Ltd. and Ashmore, Benson, Pease & Company Ltd., both members of the Davy-Ashmore Group. The photograph shows the blast furnace and three hot blast stoves with part of the cast house.

Inquiry for car radios. (E.S.B. 4207/65.)
Inquiry for fireplace and iron brass parts; fireplace sets. (E.S.B. 11921/65.)
Manufacture under licence – gas detection equipment. (E.S.B. 9167/65.)

Uruguay
Agricultural development decree. (E.S.B. 12341/65.)

Venezuela
Agency inquiry for conveyor belting equipment; cranes; transport equipment; trolleys and spare parts. (E.S.B. 12202/65.)
Agency inquiry for photographic equipment. (E.S.B. 7594/65.)

Windward Islands
Inquiry for deterrents; fish; foodstuffs; laundry blue; vegetables. (E.S.B. 10406/65.)

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Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Nigerian order for GEC

General Electric Co. (Telecommunications) Ltd., Coventry, have secured a £1¼ million contract from the Nigerian government for the first step of their telecommunications system development programme.

Heaters for Japan

Export orders valued at about £275,000 have been received from Japan by the Valor Co. Ltd., Birmingham, for the company's domestic appliances and portable oil heaters.

Six aircraft for Venezuela

Linea Aeropostal Venezolana, of Venezuela, are to purchase six aircraft worth £2½ million with the Avro Whitworth Division of Hawker Siddeley Aviation, London.

North America and Japan order Rotavators

Rotary Hoes Ltd., have announced that their operating company, Howard Rotavator Co. Ltd., West Horndon, have received orders exceeding $1 million for Rotavators to be shipped to the United States and Canada and for 500 Rotavators worth £100,000 to Japan.

Lebanon orders roadmaking machinery

Frederick Parker Ltd., Leicester, have won a £100,000 order for four impact breaking machines for road building in the Lebanon.

£37,000 compressor orders

Broom & Wade Ltd., High Wycombe, have received two orders for portable compressors. Their subsidiary company Broom and Wade (Australia) Pty. Ltd., have received a £25,000 order from the Hydro-Electric Commission, Tasmania, for 18 compressors and the second order, worth £12,000, has been received from Mauritius.

Hong Kong order asbestos sheeting

An order for 344,000 sq. ft. of asbestos cement standard sheeting has been awarded to Universal Asbestos Manufacturing Co. Ltd., Watford, to repair typhoon damage in Hong Kong.

Yugoslavia buys ball bearings

An order worth more than £20,000 has been received by the Hoffman Manufacturing Co. Ltd., Chelmsford, from Industria Motora Traktora of Belgrade to supply ball bearings to be fitted to agricultural tractors built in Yugoslavia.

Pakistan contract

A £130,000 contract for the laying of foundations for the new Qadirabad barrage in West Pakistan, part of the Indus Basin project, has been awarded to the Cementation Group of companies, London.

Buses for Portugal

Contracts valued at £1,290,000 have been placed with A.E.C. Ltd., London, by Uniao de Transportadores para Importacao e Comercio Limitada of Lisbon for 156 sets of Reliance underfloor engined running units, 48 complete Reliance chassis and 15 Swift rear-engined chassis.

Oscilloscopes for ESTC

Telequipment Ltd., London, have received an order from the European Space Research Organization for 12 Type D43 oscilloscopes and 30 plug-in amplifiers for use at the Space Technology Centre (ESTEC) at Delft, Holland.

Design skills exported

Allied Industrial Designers Ltd., London, have designed a new detergent pack, to be distributed through grocery outlets in the Netherlands, for Koninklijke Dobbleman.

Metal finishing equipment for Rumania

Masinimport of Rumania have placed a £38,000 order with AEI-Birlec Ltd., Birmingham, for two complete hardening and tempering installations for the treatment of ball bearings.

Stabilizers for German ship

Vosper Ltd., Portsmouth, have received the 200th order for their roll damping fins (ship stabilizers), for the supply of a four-fin installation for the MV Wappen von Hamburg being built by Howaldstwerke Hamburg A.G. for the Hadag Line.

Germany orders electronic equipment

SE Laboratories (Engineering) Ltd., Feltham, have secured £75,000 worth of orders for their range of electronic equipment from West Germany for use in general industry, medical colleges, etc.

CARAVAN SUCCESS

Congratulations from Mr. Douglas Jay, President of the Board of Trade, on export achievements, together with an announcement that production in 1964 *had topped* 50,000 *units for the first time ever, was the news awaiting* 300 *leaders of the British caravan industry on arrival at the Grand Hotel, Eastbourne, for their annual three-day Convention recently.*

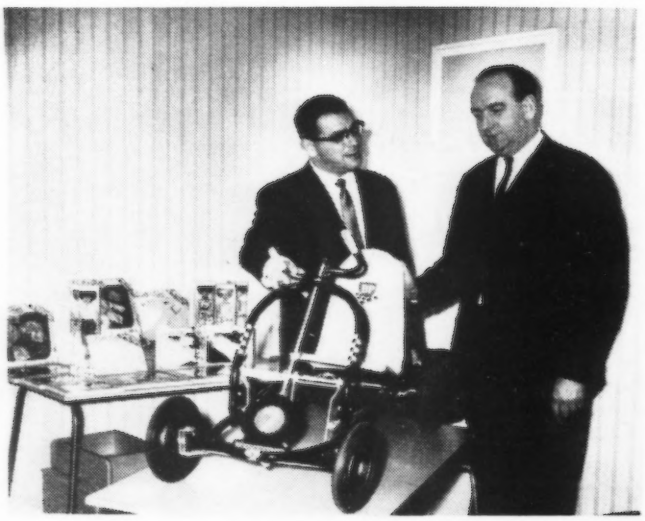
Total production during the year was 51,570 *units, which represents an increase of* 7,448 *units over the previous year. Britain is the largest exporter of caravans in the world with a total of* 18,125 *units worth* £5 *million in* 1964.

South Africa orders newspaper press

A Crabtree 'Viceroy' high-speed rotary newspaper press has been ordered from the R. W. Crabtree Group of Companies, London, by the publishers of the "East London Daily Dispatch."

North American orders for Hawker Siddeley 125

Hawker Siddeley Aviation, London, have announced four export orders worth a total of over £1,000,000 for the HS.125 business jet. All are for the North American market.



Mr. H. Scoblow (left), sales director, D. Sebel and Co. Ltd., toy manufacturers of Erith, Kent, discusses various selling points on the company's new Mobo 'Trackmaster' with Mr. T. Walker, export sales manager. Only just back from the Nuremberg Toy Fair, Mr. Scoblow and Mr. Walker set off again in early March to boost the company's exports in North and South America.

Mr. A. A. Pirsky, Russian mining technician, Deputy Dean of the Faculty of Automation at Kiev Polytechnic Institute, is seen inspecting part of an order for 277 50/50-*ton goalpost powered supports, ready for dispatch to Williamthorpe Colliery at the National Coal Board, East Midlands Division, from the works of A. G. Wild & Co. Ltd., Sheffield.*

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of February 19. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page viii of February 19 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

New outlets sought in Middle East

Mr. John A. Harrop, Middle East Manager of H. H. Robertson (Export) Limited, is currently making an extensive tour of the Middle East. The tour, which will last until June, includes visits to Libya (Benghazi and Tripoli), United Arab Republic (Cairo), Saudi Arabia (Jeddah, Riyadh and Dammam), Bahrein, Kuwait, Lebanon (Beirut) and Greece. Of the territories mentioned the Robertson Company currently are represented in Libya, Saudi Arabia and Greece. It is Mr. Harrop's intention to investigate the possibility of arranging suitable representation in the territories not already covered.

H. H. Robertson (Export) Limited is a member of the Robertson Group of Companies. The Group specialize in the fabrication of steel components for the building industry and their range includes materials for walls, roofs, floors and ventilation equipment.

Design work for Portugal

Mr. T. Blackburn, director of Travisco Designs, London, S.W.20, arrived in Lisbon on April 19 to obtain orders for electronic and mechanical design work.

British exporter to address American business convention

Mr. Monty Prichard, managing director of the Perkins Group, Peterborough, is to be a featured speaker at the annual convention of the Local and Short Haul Carriers National Conference at Cincinnati, Ohio from April 26 to 29. Mr. Prichard will discuss ways that equipment suppliers can help the smaller truckers achieve profits and progress through management education.

Mr. Prichard is widely acknowledged to be an authority on international marketing. Last year the British Institute of Marketing made him its annual award winner jointly with Lord Robens, head of the National Coal Board.

Four-week visit to Africa

Mr. Leslie Whitaker, sales manager of R. and J. Dick Ltd., power transmission engineers of Blackburn, is now on a four-week visit to Africa. He is calling on existing and prospective customers in East, South and West Africa, and expects to return with substantial orders for the company's Blackburn factory. He will carry out a training programme in Johannesburg for the sales force of Bearings International, power transmission distributors, who were appointed R. and J. Dick's distributors last September.

Export drive in Canada

Mr. John E. Ridout, assistant sales manager of Petbow Ltd., Sandwich, Kent, is to spend two months in Canada. During this period Mr. J. Ridout, who will be working with the firm's agents in Canada, H. & C. Equipment Limited, will be actively engaged in selling against intense American competition. Petbow Limited make diesel-driven generating sets up to 600 kW and also the new brushless DC arc welding plant. Mr. Ridout's tour, which began on March 1, follows a visit to Canada by Mr. R. C. Bird, the company's managing director.

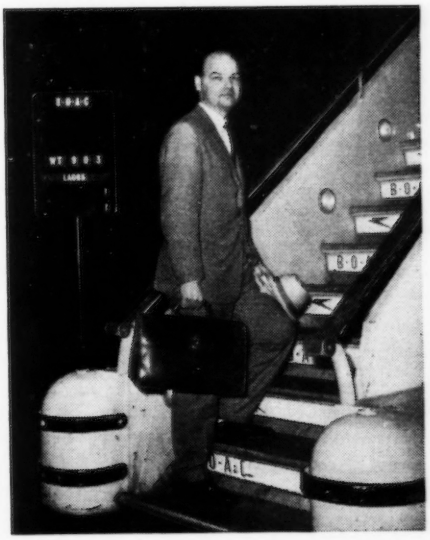
Gift industry mission for United States

Mr. Malcolm Lamb, managing director of Lamb, Ruck Keene Partners Ltd., left London on March 19 for New York on the first stage of a North American visit to pave the way for the first Trade Mission from the British Gifts industry to visit Canada and the United States. The Trade Mission, sponsored by the Export Council for the Gifts Industry, will visit seven key centres during May and June. They are Montreal, Toronto, Vancouver, San Francisco, Dallas, Chicago and New York.

In addition to negotiations and promotional activities with American and Canadian importers and retailers, the Mission will mount one-day exhibitions in each city of craftsmen-made British goods, including glass, jewellery, tableware, table mats, cutlery, leather goods and silverware. The Mission will be in North America from May 27 to June 16.

Mixers for Latin America

Mr. K. M. Wood, managing director of Kenwood Ltd., Havant, Hants., and Mr. D. N. Dow, the firm's financial director are visiting Latin America at the end of April. They will travel to Mexico, Peru, Chile, Argentina, Brazil and Venezuela and will study the market for commercial and domestic food mixers, and to see how they can improve existing business.



Mr. R. Iredale, Toiletries and Lay Pharmaceuticals Marketing Manager of the Warner-Lambert Group, flying out in early March from London Airport for a three-week tour of West Africa. He will be visiting the Group's agents in Nigeria, Ghana and Liberia and will be discussing ways of developing sales of existing products and the launching of new products. He will also be discussing new advertising campaigns and sales promotions.

Water industry specialist visits Canada

Mr. B. L. Thurley, Instrument Division water industry specialist of George Kent Limited, Luton, flew to Canada on April 11 to begin a three-week sales promotion tour of water undertakings in the Toronto and Montreal areas. In accordance with the company's export policy, Mr. Thurley's visit is aimed at increasing both immediate and long-term marketing prospects within the Canadian Water Industry. He will meet water engineers and consultants associated with new supply, drainage and sewage programmes, and technical discussions will be based on telemetry instrumentation applications.

Scottish export drive in Denmark

In June, 18 Scottish company directors will spend a week in Denmark in a bid to increase export to that country. They will be aiming either to expand their existing volume of exports or to secure a foothold in the Danish market. The visit is being organized by the Scottish Council (Development and Industry) and the party will be led by Lord Polwarth, chairman of its Executive Committee. It is the seventh venture of this kind arranged by the Council in recent years, but the first to Denmark. The broader objectives of the visit will be to create a fresh interest in Denmark in Scotland's manufacturing capabilities and to focus the attention of Scottish industry on the importance of Denmark as an export market. The group will represent a broad cross section of Scottish industry and products including agricultural machinery, jute products, knitwear and fashion goods, wire ropes, wines, spirits, aluminium products and industrial boilers.

Tours of Yugoslavia and Africa

Mr. I. Stoller, managing director of Seton Products Ltd., Oldham, and the inventor of many specialized surgical materials will visit the 3rd International Medical Exhibition at Zagreb during April. He will be accompanied by his wife, a British State Registered Nurse, who will assist him in demonstrating many new surgical items to be introduced into Yugoslavia for the first time. As well as being in attendance at the Seton Products Stand Mr. Stoller hopes to visit some of the leading hospitals in Zagreb and Belgrade, to meet nursing and surgical staff in their home surroundings.

After Zagreb Mr. Stoller will visit Belgrade, Cairo, and subsequently a tour of all the territories of Africa, where demonstrations are being arranged at the leading hospital centres.

New agencies in Middle East

Commander Gavin Hamilton, a senior sales executive of Speedry Products Ltd., Beckenham, Kent, has just returned from a seven weeks tour of the Middle East, as a result of which he has established twelve new agencies in ten countries.

Commander Hamilton, who is normally concerned with his company's business in the Scandinavian countries, was pioneering new territory for Speedry, makers of industrial and domestic marking equipment. His tour covered the Canary Islands (Eastern and Western Provinces), Morocco, Tunisia, Malta, Libya (Tripolitania and Cyrenaica), Jordan, Lebanon, Cyprus and Turkey.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ARGENTINA

Modifications to import lists

ARGENTINE GOVERNMENT Decrees Nos. 277 of January 12, and 283 of January 13 modify as follows the lists attached to Decree No. 5439/59:

Decree No. 277

Tariff No.	Item	List
4247 27.10.06.50	Liquid mixture of mineral oil, saponifiable substances, naphthenic acids and naphthenates, which, because of its high acidity, has the character of a compounded mineral oil in process of manufacture ('3-E-oil')	5
2'09 38.19.01.99	Paste composed of fatty acids 38·7%, vermiculite 48·5% and water 15·5%	5
4303 bis 28.30.04.00	Aluminium chloride hydrated	2
4251 29.35.12.02	Maltol	5
4587 bis 29.35.27.06	Hydroxyquinolinium sulphate 94% ('Cryptonol')	3
4271 29.35.15.46	Ethionamide	2
4846 38.19.01.99	Powder composed mainly of sodium chloride, with additions of sodium carbonate, sodium nitrate and sodium nitrite and flavoured with extracts of spices ("Cure C-30) A')	5
4846 38.19.01.99	Powder composed of soduim chloride, with additions of sodium hydrogen carbonate, sodium nitrate and sodium nitrite ('Pastrami Cure Regal C-335A')	5
4280 29.35.42.'9	Furmethonol hydrochloride	2
4398 39.01.01.99	Powder composed of calcium carbonate, 83% and phenolic resin 17%	5
4315 29.22.05.06	Cyclohexylammonium carbonate technical ('Product 0967')	2
4o32 39.19.01.99	Composition with a basis of iron filings, barium sulphate, zinc oxide, hexamine, synthetic rubber, resins, carbon and wood fibre	5
4744 bis 39.02.02.50	Copolymer of styreme with an organic acid (thernostable synthetic material)	5
4763 32.09.03.99	Paste consisting of a synthetic thermoplastic (epoxy resin 34·5% by weight), mineral filler (kaolin and titanium dioxide 23% by weight), and an organic solvent (42·5% by weight. ('Amercoat 74 Seal Grey')	5
4767 32.09.03.99	Liquid consisting of a synthetic thermoplastic (epoxy resin 42% by weight), mineral filler (mainly titanium dioxide, 13% by weight) and organic solvents (45% by weight) ('Amercoat 74 Seal Grey')	5
4271 38.19.01.99	Powder consisting of nitrates and phosphates of sodium and potassium and a nitrogenous organic material ('Broxonol VNS')	5
4767 37.09.03.99	Liquid paint consisting of polyvinyl chloride, mineral filler (kaolin and titanium dioxide), a small amount of phthalate plasticizer and an organic solvent ('Amercoat No. 33')	5
4767 32.09.03.99	Liquid consisting of synthetic thermoplastic (epoxy resin, 50% by weight), mineral filler (mainly titanium dioxide, 11% by weight), and organic solvent (39% by weight) ('Amercoat 72')	5
4744 bis 32.09.01.99	Solution of a phenolic resin in organic solvents, mainly xylene and butanol	5
4772 32.09.03.99	Water-based paint consisting of an ammoniacal aqueous dispersion of a synthetic thermoplastic (polyvinyl chloride), a small amount of phthalate plasticizer and mineral filler (mainly titanium dioxide ('Amercoat 88')	5
4643 38.11.01.01	Ethion, in the liquid state or as 25% wettable powder	3
4343	Asphatic bitumen	5

Tariff No.	Item	List
27.15.02.00 4714	Catalyst composed of finely divided nickel on a siliceous support (Catalyst 'Melle 560')	2
4744 bis 32.09.01.05	Silicone grease dissolved in a chlorinated organic solvent ('Release B')	3
4247/49 27.10.06.05	Mineral lubricating oil compound, consisting of a suspension of molybdenum disulphide in mineral oil ('Dag 725')	3
4774 bis 39.01.05.00	Liquid epoxy resin with a mineral filler ('Devcon Floor Patch')	4
4271 28.57.06.00	Aqueous solution of sodium borohydride ('Hydritex')	2
2105 25.07.99.00	Powder consisting mainly of silica and the oxides of aluminium, iron, calcium and magnesium ('Sienita')	5
	Decree No. 283	
4271 38.19.01.90	Product in lumps consisting of ammonium nitrate, sodium dihydrogen orthophosphate, aluminium chloride and sodium chloride	5
4347 33.04.04.00	Powder with arcmatic odour and sweet taste, composed of reducing sugars (glucose), cyclamate and aromatic essences, reducing sugar being sugar the major constituent ('Cafnectar')	5
1960 38.19.01.99	Material in various shapes and sizes, having the following chemical composition: silica 67%, oxides of iron and aluminium 2·4%, calcium oxide 9·1%, magnesium oxide 6·0%, alkali metal oxides 14·5%, loss on calcination 1·0%; for use in building as an insulating material and applications	5
4744 bis 39.02.04.02	Aqueous solution of sodium polyacrylate ('Texaprot A')	4
4744 bis 39.01.04.16	Poly(ethylene terephthalate), with a small amount (0·5%) of titanium dioxide added to it; for use in textile fibres	3
4271 38.19.01.99	Powder containing 89% of alkali metal carbonates and phosphates, the remainder being a quaternary ammonium chloride and a small amount of a polyoxyethylene glycol ester ('Vantoc DP')	5
3083 39.07.99.00	Abrasive sheet, composed of polyamide fibres, a phenolic resin and aluminium oxide	5
4859 34.02.99.00	Coarse-grained, powder composed mainly of sodium hydrogen sulphate (82·1%) and an anionic detergent ('SR 10')	5
4271 29.14.01.65	Stearic acid, technical, 95·7%	2
4507 38.19.01.99	Powder consisting of diastase enzymes in a carrier of sugars and sodium chloride	5
4283 32.09.01.06	Methanol solution of an aminoplastic material and a small quantity of a silicone ('Chemlok 607')	3
4280 29.02.03.99	1, 6-Dibromo-1, 2, 3, 4, 5-pentachlorcycholexane	3
4280 29.42.04.99	(-)-7-[2-(2-Hydroxy-1-methyl-2-phenylethylamino) ethyl-theophylline hydrochloride ('Akrinor I')	–
4280 29.42.04.99	7-(2 2-(3, 4-Dihydroxyphenyl)-2-hydroxyethylamino ethyl)-theophylline hydrochloride ('Akrinor II')	2
4271 29.31.08.07	*N*-Acetyl-L-cysteine	2
4271 29.36.99.00	Hydrated sodium salt of 2-benzenesulphonamido-5-methoxyethoxy-pyrimidine	2
4280 29.35.04.09	Phenmetrazine hydrochloride	2
4280 30.03.01.00	Chlordiazepoxide hydrochloride, absorbed in ion-exchange resin	2
4280 30.03.01.12	Water-soluble powder consisting of vitamin D_3 stabilized with gelatin and sugar and incorporated in a carrier of powdered skimmed milk ('Duphasol D2200')	3
4744 bis 39.07.99.00	Flexible strip, with one side corrugated and the other side flat, composed mainly of polyvinyl chloride with a small amount of phthalate plasticizer	5
4587 bis 38.11.04.02	2, 6-Dinitro-*NN*-di-*n*-propyl-4-trifluoromethylaniline ('Treflan', 'Trifluralin')	3
4587 38.11.04.02	Diphenylacetdimethylamide ('Dymid')	3
4280 29.35.05.03	17β-Hydroxy-17.α-methylandrostan[3, 2-c]*iso*oxazole	2
4280 29.39.0o.43	Betamethasone 21-acetate, pure	2
4744 bis 39.02.05.99	Rigid prismatic sheet, composed of polyvinyl acetate chloride copolymer with small amounts of a phthalate plasticizer and a carbon pigment	5
4647 29.35.42.14	Benziodarone	2
4788 38.11.04.99	Insecticide powder containing pyrethrins 9%, 'piperonyl butoxide' 18%, and *N*-octylbicycloheptanedicarboxyimide 30% ('Pyrocide Intermediate 5192')	5
4744 bis 39.07.99.00	Rigid sheet composed of cellulose fibres, pressed with a synthetic thermosetting material, having on one side a brilliant white coating consisting of titanium dioxide and melamine-formaldehyde	5
4643 bis 38.11.01.01	'Phosphamidon technical', liquid insecticide, 2-chloro-2-diethylcarbamoyl-1-methylvinyl dimethyl phosphate 90%, inert ingredients 10%	3
4280 29.35.15.62	3-(Di-2-thienylmethylene)-1-methylpeperidinium citrate ('Asverin citrate')	2
4844 29.44.10.99	Lincomycin hydrochloride	2
4280 29.35.20.08	Pyrimethamine	2
4271 39.02.04.02	Aqueous solution of modified ammonium polyacrylate	4

UNITED STATES

Investigation of imports of watch movements

A NOTICE was published in the *Board of Trade Journal* of March 26, 1965, page 712, about the report to the President of the United States under Section 351(d)(2) of the Trade Expansion Act.

In addition, at the request of the President, an investigation has been initiated by the Office of Emergency Planning in accordance with Section 232(b) of the Trade Expansion Act, to determine whether watch movements are being imported into the United States in such quantities, or under such circumstances, as to threaten to impair the national security. The last investigation on this matter was in 1958.

Investigation of imports of residual fuel oil

THE DIRECTOR of the Office of Emergency Planning has ordered an investigation of the national security basis for the present control of imports of residual fuel oil to be used as fuel.

Interested parties may, until May 7, 1965, submit written statements on this subject, and rebuttal material will be accepted up to June 7, 1965. All submissions should be on letter-size paper, and 25 copies should be sent to the Director, Office of Emergency Planning, Washington, DC, 20504. All public material filed will be open for inspection at the OEP Information Office, Room 513, 17th and F Streets NW.

Any inquiries about these notices should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

Federal Insecticide, Fungicide and Rodenticide Act

IN THE *Board of Trade Journal* for March 5, and April 2, 1965, it was announced that the United States Department of Agriculture proposed to issue an interpretation with respect to claims for safety and non-toxicity on labelling of economic poisons.

It is now proposed that Interpretation 22 under the Federal Insecticide, Fungicide and Rodenticide Act with respect to labelling of pesticides (economic poisons), containing thallium compounds intended for household use, should be revised. Written data, views or arguments on this subject may be filed with the Director, Pesticides Regulation Division, Agricultural Research Service, United States Department of Agriculture, Washington, D.C., 20250, before April 30, 1965. All written submissions will be made available for public inspection.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2630).

PORTUGAL

Drawback of import duty on sheet glass in squares or rectangles

THE PORTUGUESE *Diario Do Governo*, first series No. 56 of March 8, 1965, publishes Order No. 21,150 which authorizes the importation under the Drawback System of sheet glass in squares or rectangles, including coloured, polished glass of a thickness equal to or exceeding 5 mm., and mechanically drawn sheets exceeding 5 mm., intended for the manufacture of mirrors of any shape, and of glass tops, in squares or rectangles, round or oval, whether bevelled or not, including glass which is engraved or which bears purpurin designs.

Each shipment to be imported shall be subject to the approval of the Inspectorate-General of Agricultural and Industrial Products.

The refund of duties shall be determined on the basis of the area of the rectangles which encircle the exported finished products.

Inquiries about this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

FRANCE

Modification to French Customs Tariff

THE FRENCH *Journal Officiel* of March 31 announced the following modifications to the customs tariff:

Tariff No.	Description	Rate of Duty per cent
38·07	Spirits of turpentine (gum, wood and sulphate) and other terpenic solvents produced by the distillation or other treatment of coniferous woods; crude dipentene; sulphite turpentine; pine oil (excluding "pine oils" not rich in terpineol): A. Spirits of turpentine	7·2 (1)
38·08	Rosin and resin acids, and derivatives thereof other than ester gums included in heading No. 39.05; rosin spirit and rosin oils: A. Rosin, including "resinous pitch"	8·8 (2)

(1) This rate of duty is reduced to 6·6 per cent up to and including December 31, 1965.

(2) This rate of duty is reduced to 8·1 per cent up to and including December 31, 1965.

The full French text of the above notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

FEDERAL REPUBLIC OF GERMANY

Sea-going vessels to attract Turnover Equalization Tax

BY AN AMENDMENT of the Federal Turnover Tax Law dated March 26, 1965 (Bundesgesetzblatt Part I, 1965, page 160) imports into the Federal Republic of Germany will attract Turnover Equalization Tax of 4 per cent with effect from April 1, 1965:

Tariff No.	Description
Ex 89.01	Sea-going vessels.
Ex 89.02	Sea-going tugs.
Ex 89.03	Other sea-going ships (excluding floating dredgers).

The above were previously exempt from Turnover Equalization Tax.

All inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

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ITALY

Import quota for cotton seed

AN ITALIAN Ministerial Decree dated February 2 announces the opening for 1965 of a duty free quota from all countries of cotton seed for sowing (1201 G IVa) of 455 tons. This is a reduction on the level of the quotas for the two previous years (see *Board of Trade Journal* of March 13, 1964, page 610).

GREECE

Ban on hire purchase sales of certain imported consumer goods

A DECISION by the Greek Currency Committee which takes effect from April 16, lays down that the sale on credit terms of new and secondhand passenger vehicles for private use,and new and secondhand self-propelled bicycles (motorcycles and mopeds) for private use, except mopeds with a cubic capacity of up to 50 c.c. is prohibited. The ban applies to sales by all types of enterprises, retail outlets, merchants or any other persons involved in selling, if such sale is made direct to the buyer.

For goods coming under the two catagories mentioned above the payment of 100 per cent of their agreed price is required as from the entry into validity of the present decision, which means that duties, the special contribution, the road tax and any other financial charge on them must also be paid at the same time.

CYPRUS

Recovery of debts or goods from firms in the Turkish sector of Nicosia

THE British Trade Commission in Cyprus has been receiving an increasing number of requests from British firms for assistance in recovering debts or consignments of goods from firms in the Turkish sector of Nicosia.

Under the present conditions in the area there is little chance of the Trade Commissioner being able to help British firms. Most Turkish Cypriot businesses have been hard hit by events of the past 12 months, and many traders are genuinely unable to meet their commitments. Inevitably some firms may use the circumstances as an excuse for not paying, but there is no way in which the Post can check on the truth of statements made by local traders. No pressure can be brought upon Turkish Cypriots in Nicosia to pay, and Court judgments cannot be enforced because no Greek Cypriots (including policemen and bailiffs) can enter the Turkish sector of the city.

In the circumstances and because of the exorbitant amount of time which the Trade Commission has been spending on these cases to no purpose, the British Trade Commissioner in Cyprus intends to limit his action in future, unless the circumstances are exceptional, to:

(1) writing to the local firm and ensuring that the letter is delivered by hand;

(2) writing again if no reply is received within three weeks;

(3) calling on the firm if no reply is received within two weeks of the second letter and reporting the results of the interview to the British firm, either direct or through the Board of Trade.

These difficulties are likely to remain until political and trading conditions return to normal in the island, and, in the meantime, the only action that British firms can take on debts owed to them by Turkish Cypriots in Nicosia is to continue to press for payment.

LEBANON

Import and export licensing

THE LEBANESE MINISTER of National Economy has made the following decisions concerning goods which are subject to the import and export licensing system:

(i) Imports, value not exceeding 500 Lebanese pounds, are exempted from a prior licence and licence fees.

(ii) Exports, value not exceeding 200 Lebanese pounds, are exempted from a prior licence and licence fees.

The import and export of goods falling into the above categories remains subject to an endorsement by the Ministry of National Economy.

Machinery for factories

The Department of Industry at the Ministry of National Economy is now concerned with the co-ordination of industrial activities and the establishment of new industries, as well as the re-equipping of existing industries.

In this connection certain formalities have been adopted concerning licences for imports of machinery for new or existing factories. An application by the person wishing to create or extend a factory must give full details of the project and be supported by an independent feasibility study.

Note: A fuller version of this law may be obtained from the address given below.

Toy balloons

On March 5, 1965, it was announced in the *Board of Trade Journal* that toy balloons and their like were no longer subject to the import licensing system. A recent decision has reimposed the condition of a prior licence for their importation.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

Speed recorders in commercial vehicles

ON NOVEMBER 20, 1964, a notice appeared in the *Board of Trade Journal* defining the specifications of speed recorders required to be installed in all commercial vehicles in the Lebanon.

A recent law has had the effect of cancelling this requirement.

Requests for further information about this notice may be addressed either to the Society of Motor Manufacturers and Traders, Forbes House, Halkin Street, London, S.W.1 (Tel. Belgravia 6611), or to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2221).

RHODESIA

Application for increase in duty

THE FIRST SECRETARY (Commercial) at Salisbury has reported that the Ministry of Trade, Industry and Development have received a tariff application on ballpoint pencils, and on refills and cartridges for ballpoint pens of a domestic or free on board value not exceeding 6/- per dozen. The proposal is to introduce alternative specific duties as follows:

	Duty A	Duty B	Duty C	Duty D
Per pencil or refill or cartridge	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s. 4½d.	£0 0s. 4½d.
less *ad val.*	—	—	2½%	12½%
	whichever duty shall be the greater			

Britain pays the Column D rate of duty.

Where British trade organizations are thought to be interested in the above application they are being informed, and it is suggested that any

(*Continued on page* 919)

TOKYO
EXHIBITION: SEPTEMBER, 1965.
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Every British businessman who is contemplating exporting to Europe will be interested to read the latest reports on the E.F.T.A. and the Common Market produced by our Economic Intelligence Department. Each report, illustrated with charts and diagrams in full colour, discusses the current economic situation and the progress and prospects of the two communities.

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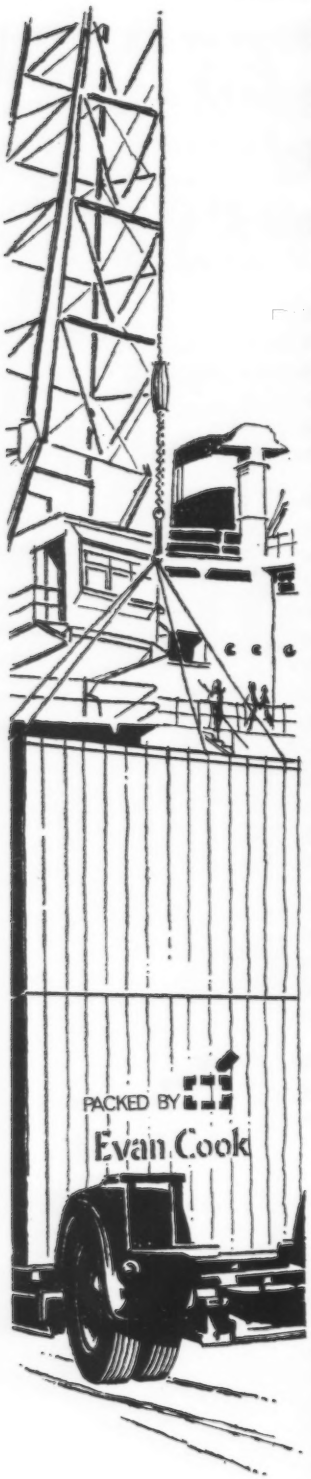

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British firm desiring to make representations to the Ministry of Trade, Industry and Development and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representation to the Rhodesian authorities and desiring further information relating to the above should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London. S.W.1, quoting reference CRE 4562/65. The closing date for the receipt of representations by the Rhodesian authorities is May 20.

Customs tariff changes

THE CUSTOMS AND EXCISE Tariff (Amendment) Notice of Motion 1965 (No. 2) published as Rhodesia Government Notice No. 210 of April 2, amends the Customs tariff as follows:

PART II

(Britain pays the Column D rate of Duty).

Tariff Item	Item	Duty A	Duty B	Duty C	Duty D
72	By the repeal of the item and by the substitution of:				
	72 (1) Textile fabrics, being piece-goods not elsewhere provided for, including weftless fabrics composed of parallel-laid textile yarns, coated or impregnated with cellulose derivatives or other plastic materials, gum or amylaceous substances, preparations containing a basis of drying oils or other substances; in the piece, but excluding piece-goods in which the coating or impregnation is not apparent or is apparent only by reason of a resulting change in colour, medicated dressings, abrasive-coated fabrics, sensitized fabrics, floor coverings and canvas *ad val.*	40%	20%	20%	5%
	(2) Plastic sheeting and strip, pliable: in the piece or in the length; and pliable foam or sponge plastic in block form:				
	(a) Pliable foam or sponge plastic in the piece, in the length or in block form *ad val.*	40%	30%	30%	15%
	or per lb.	£0 4s. 6d.	£0 2s. 6d.	£0 2s. 6d.	£0 2s. 6d.
	less *ad val.*	—	—	—	15%
		which ever duty shall be the			greater
	(b) Other *ad val.*	40%	20%	20%	5%
86	(1) Bicycles, tricycles and motor cycles, not being toys:				
	By the repeal of sub-paragraph (i) of paragraph (a) and by the substitution of:				
	(i) Bicycles and tricycles:				
	(A) Without tyres or tubes, or with one or more road wheels of a diameter other than 26 inches or 28 inches, or being secondhand *ad val.*	100%	35%	25%	15%
	or each	£8 0s. 0d.	£2 16s. 0d.	£2 0s. 0d.	£1 4s. 0d.
		which ever duty shall be the			greater
	(B) Other *ad val.*	100%	35%	25%	15%
	or each	£8 0s. 0d.	£2 16s. 0d.	£2 0s. 0d.	£1 4s. 0d.
		which ever duty shall be the			greater
	and in addition, each	£1 0s. 0d.	£1 0s. 0d.	£1 0s. 0d.	£1 0s. 0d.
87	By the repeal of the item and by the substitution of:				
	87 (1) Nails, staples, bolts, nuts, rivets, screws and washers, metal, n.e.e.; and corrugated saw-edge fasteners of metal, in the length or cut to size:				
	(a) Nails:				
	(i) Of steel, having a shaft of uniform thickness (disregarding serrations or other indentations), whether or not galvanized or otherwise coated, but excluding spiral and screw nails *ad val.*	20%	15%	10%	10%
	(ii) Other *ad val.*	10%	5%	Free	Free
	(b) Steel staples of wire of circular cross-section, whether or not galvanized, of a length of not less than ⅛ inch and not more than 2½ inches *ad val.*	20%	15%	10%	10%
	(c) Other *ad val.*	10%	5%	Free	Free
	(2) Shoemakers' grindery, metal *ad val.*	10%	5%	Free	Free
95	By the repeal of the item and by the substitution of:				
	95. Chain with welded links of a kind used for hauling, hoisting, towing, mooring, securing, or like uses, with or without fittings; welded or unwelded links therefor; hooks, shackles, swivels and the like and parts thereof of a type suitable for use as such fittings; transmission, conveyor and elevator chain and parts thereof excluding made up chain for bicycles or motor vehicles *ad val.*	10%	5%	Free	Free
99	By the repeal of the item and by the substitution of:				
	99. Cutlery (including spoons and forks), not gold or silver, nor gold plated:				
	(a) Scissors, of an overall length not exceeding 7 inches and of a domestic value or a free-on-board cost not exceeding £0 7s. 0d. per dozen pairs *ad val.*	40%	25%	25%	10%
	or per dozen pairs	£0 8s. 0d.	£0 6s. 0d.	£0 6s. 0d.	£0 6s. 0d.
	less *ad val.*	—	—	—	15%
		which ever duty shall be the			greater
	(b) Other *ad val.*	40%	25%	25%	10%
131	(1) Packing and lagging for engines, machinery, piping and buildings, excluding white and red leads and zinc oxide, but including filling and sealing materials designed specially for expansion joints in concrete and similar constructions:				
	By the repeal of paragraph (a) and by the substitution of:				
	(a) Expanded polystyrene, in sheet, strip or black form, form, having no side exceeding 8 feet *ad val.*	25%	20%	15%	15%
156	By the repeal of the item and by the substitution of:				
	156. Stranded wire cable, cordage, rope, slings and the like of iron or steel wire, but excluding barbed wire; of a kind used for hauling, hoisting, towing, securing, guying, rigging, or like uses, with or without fittings; hooks, swivels, shackles, thimbles, ferrules and the like and parts thereof of a type suitable for use as such fittings *ad val.*	10%	5%	Free	Free
172	Glassware, chinaware, porcelainware, earthenware, stoneware and plastic substitutes therefor, n.e.e.:				
	(b) Tableware, household utensils and ornaments:				
	By the repeal of sub-paragraph (iii) and by the substitution of:				
	(iii) Earthenware and stoneware:				
	(A) Cups and saucers:				
	(I) Plain white, not being painted, coloured, tinted, stained, enamelled, gilded, printed or similarly decorated or patterned *ad val.*	50%	35%	25%	10%
	(II) Cups, other *ad val.*	50%	35%	25%	10%
	(III) Saucers, other *ad val.*	50%	35%	25%	10%
	(B) Other *ad val.*	50%	35%	25%	10%
231	By the repeal of sub-item (I) and by the substitution of:				
	(I) Medicinal preparations, n.e.e.:				
	(a) Being or containing a derivative, alkaloid or drugs to which the provisions of Part III of the Dangerous Drugs Act, apply; or containing one or more of the substances specified in the Fourth Schedule to the Poisons Regulations, 1961, published in Federal Government Notice No. 172 of 1961, as amended from time to time as may be approved from time to time by the Secretary for Health *ad val.*	15%	10%	5%	Free
	(b) Other *ad val.*	30%	25%	20%	15%
296	(3) Printing, lithographing and bookbinding requisites:				
	By the repeal of paragraph (b) and by the substitution of:				
	(b) Bookbinders': coated fabrics, piece-goods, leather, thread and tape. *ad val.*	10%	5%	Free	Free

CEYLON

Increased freight surcharge

THE CONTROLLER of Imports in Ceylon has advised importers, following the United Kingdom Continental Conference Lines decision to increase the freight surcharge on cargo destined for Colombo from 20 per cent to 30 per cent with effect from April 1, 1965, that:

1. any excess up to 10 per cent on freight will be passed without any penalty in the case of all goods shipped after March 31, 1965, against licences issued for first half year 1965;
2. the increase becoming effective from April 1, 1965, the full value of the freight should be absorbed by the importer on licences to be issued for second half year 1965, by ordering less quantum of goods represented by the freight increase.

MALAYSIA (SINGAPORE)

Pioneer Industries Ordinance

THE BOARD OF TRADE has been informed that the Singapore Government propose to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance 1959:

	Industries	Products
1.	Metal Working	Woven wire netting. Galvanized and non-galvanized – all types cut.
2.	Metal Working	Components, accessories, spare parts, supplies and fittings for tractors and other earth moving plant.
3.	Stationery manufacture	Continuous interleaved stationery.
4.	Wire manufacture	Drawn copper wire.
5.	Non-metallic mineral products manufacture	Fibre glass.
6.	De-germination of cereals	Germs from cereals and associated products.
7.	Non-metallic mineral products manufacture	Artificial marble.

This notice means that the Minister of Finance is satisfied that the products mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before May 9, 1965.

Further inquiries about the Pioneer Industries legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627) quoting reference CRE 6197/4/G.

NEW ZEALAND

Revocation of some tariff concessions for machinery

THE NEW ZEALAND Minister of Customs has been revewing the decisions approving the admission of machinery and allied goods at concessionary rates of duty under Item 352 of the former Tariff (see *Board of Trade Journal*, July 12, 1963, *et seq*).

The New Zealand Customs Department have now published a further list of items for which entry at concessionary rates of duty will be revoked from April 1, 1965, as follows:

Pumps:
Diaphragm assemblies, fuel pump, consisting of diaphragms assembled on push rods with the necessary gaskets, valves and springs.
Diaphragm, electrically operated, suited for pumping petrol or other low viscosity liquids.
Diaphragms composed of rubber with canvas reinforcement.

Transmission gear:
Couplings, flexible, and universal joints for machinery, including housings therefor, even if imported separately.

Valves, cocks, taps and hydrants:
Traps, steam, and bronze valves identifiable as parts thereof.

Valves:
Foot valves and strainers, whether or not in mechanical combination, for use on ends of pipe lines in wells and sumps during pumping operations.
Steam of any metal, specially suited for use with steam at working pressures of 50 lb. or more.
Valves of corrosion resisting materials such as stainless steel or plastic but not including valves of brass or other copper alloy.

Vulcanizing and rubber making:
Presses, vulcanizing.

Details of the substantive tariff in force from April 1, 1965, can be seen at Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 468). Anyone wishing to make any inquiry about this notice should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria St., London, S.W.1, quoting reference CRE 8080/3/G.

AUSTRALIA

Tariff Board inquiries

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of:

(1) **Electric capacitors** (Tariff Items 181(H)(2)(c), 181(H)(3), (4) and (5) and 359(D)).

(2) **Sodium cyclamate, etc.** (Tariff Items 280(D) and 281(L)).

Both these references are of Departmental origin.

Details of the Tariff Items under which the above mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency: £A125 = £100 sterling.

Tariff Item	Goods	British Preferential	Most Favoured Nation	General
181	ELECTRICAL ARTICLES AND MATERIALS, viz:			
	(H) Capacitors, fixed or variable:			
	*(1) Of types used as standards or references for comparison and measuring purposes *ad val.*	27½%	45%	45%
	(2) Variable including trimmers or padders, not covered by paragraph (1):			
	*(a) Of 0·0001 microfarad capacity or less each	9d.	1s. 3d.	1s. 3d.
	ad val. or	27½%	45%	45%
	whichever rate returns the higher duty			
	*(b) Of capacities exceeding 0·0001 microfarad and not exceeding 0·001 microfarad, including such capacitors when ganged provided at least one capacitor in the gang is of capacity exceeding 0·0001 microfarad and not exceeding 0·001 microfarad.			
	per capacitor in the unit or gang	1s. 1½d.	2s. 7½d.	2s. 7½d.
	ad val. or	27½%	45%	45%
	whichever rate returns the higher duty			
	(c) Other *ad val.*	50%	100%	100%
	(3) Fixed, power factor correction, having a rating of 1kVar or higher *ad val.*	22½%	50%	50%
	(4) Electrolytic:			
	(a) Working voltage rating, 100 volts or less *ad val.*	90%	100%	100%
	(b) Other *ad val.*	90%	100%	100%
	(5) Other:			
	(a) Paper *ad val.*	90%	100%	100%
	(b) Mica each	3d.	4d.	4d.
	or *ad val.*	27½%	45%	45%
	whichever rate returns the higher duty			
	(c) Ceramic *ad val*	90%	100%	100%
	(d) Plastic *ad val.*	90%	100%	100%
	(e) Other *ad val.*	90%	100%	100%
280	DRUGS AND CHEMICALS viz:			
	(D) Saccharin: salts of saccharin: chlorosaccharin: methylsaccharin: sodium cyclamate: calcium cyclamate: dulcin:			
	(1) For medicinal purposes, as prescribed by Departmental By-laws	Free	Free	Free
	(2) Other per lb.	£1 2s. 6d.	£2	£2
281	DRUGS AND CHEMICALS, viz:			
	(L) N.E.I.:			
	(1) When not packed for retail sale *ad val.*	Free	7½%	7½%
	(3) When packed for retail sale			
	(a) As prescribed by Departmental By-Laws *ad val.*	Free	7½%	7½%
	(b) Other *ad val*	10%	22½%	22½%
359	VEHICLE PARTS, viz:			
	(D) Vehicles components whether the Tariff otherwise provides or not (excepting when imported separately):			
	lamps covered by item 181(D)(1)(a)			
	commutators and parts therefor			
	tapered roller bearings and parts therefor			
	precision ground steel ball bearings			
	and excepting the following components whether imported separately or otherwise:			

(*Continued on page 923*)

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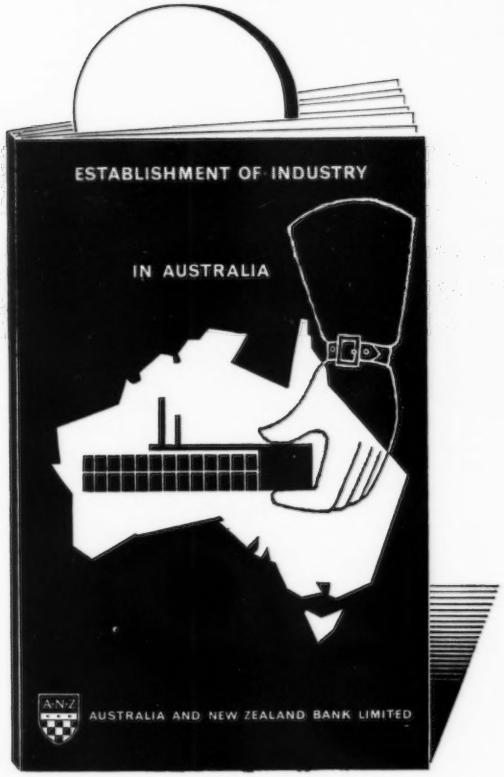

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	cigarette and cigar lighters and parts therefor			
	radio and television receivers and transmitters and parts therefor			
	Sparking plugs covered by Item 180 (H) and parts therefor			
	tyres and tubes, covered by Item 333			
	For use as original equipment in the assembly or manufacture of vehicles of types covered by Item 360(D)			
	(1) (a) As prescribed by Departmental By-laws *ad val.*	35%	42½%	42½%
	(b) Distributors . *ad val.*	45%	52½%	60%
	(c) High tension ignition coils, 6 or 12 volt rating *ad val.*	45%	52½%	60%
	(d) Automatic voltage regulators for 6 volt or 12 volt systems . . *ad val.*	45%	52½%	60%
	(e) (1) Generators, 6 volt or 12 rating . *ad val.*	45%	52½%	60%
	(2) Starting motors, 6 volt 12 volt rating *ad val.*	45%	52½%	60%
	(2) Other than goods prescribed by Departmental By-laws under paragaph (1), provided suitably equivalent goods the produce or manufacture of the United Kingdom are not reasonably available, as prescribed by Departmental By-laws	Free	Free	Free
	(3) Other than goods prescribed by Departmental By-laws under paragraph (1) as prescribed by Departmental By-laws . . . *ad val.*	Free	7½%	7½%
	(4) Other	27½%	35%	35%

* These paragraphs and sub-paragraphs are shown for information only. They do not form part of the reference.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure notification in this instance should be given to the Australian authorities **not later than May 5.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference Nos. (1) CRE 4566/65 and (2) CRE 4567/65.

References to the Special Advisory Authority

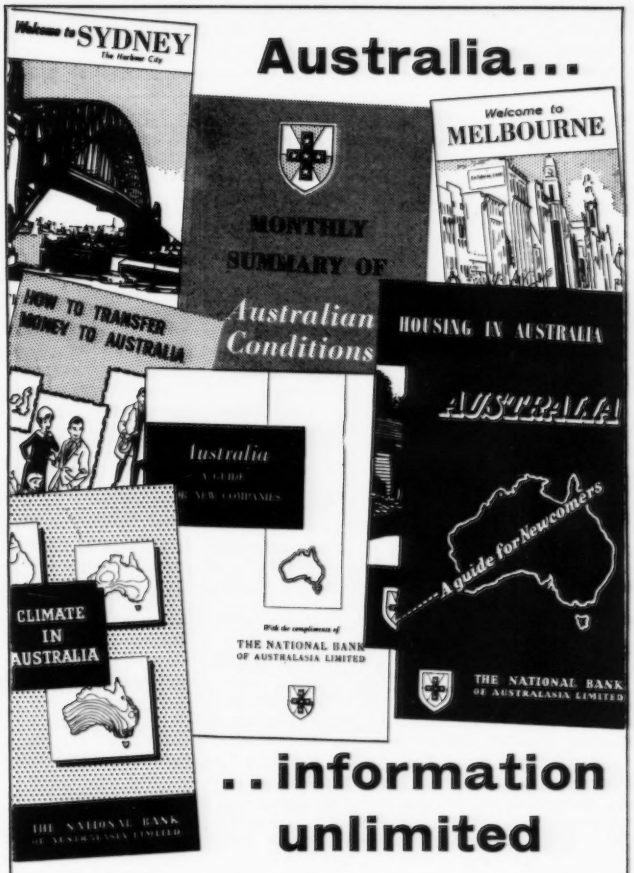
DETAILS WERE GIVEN in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **internal combustion piston engines up to 10 bhp** (Tariff Item 178 (B) (2) (a)).

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

Note: Specific rates are shown in Australian currency £A125= £100 sterling.

Tariff Item	Goods	British Preferential	Most-Favoured-Nation	General
178	MOTIVE POWER MACHINERY AND APPLIANCES (except electric), viz.:			
	(B) Internal combustion piston engines:			
	(2) Air cooled, not exceeding 10 brake horse-power, but not including:			
	compression ignition engines			
	motor cycle engines			
	fractional horse-power engines of the types used in models and toys:			
	(a) Four-cycle engines with horizontal driving shafts *ad val.*	25%	42½%	52½%
	or { each	£6 10s. 0d.	£6 10s. 0d.	£6 10s. 0d.
	{ less *ad val.*	17½%	—	—
	whichever rate returns the higher duty.			



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The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2318 or 2319) quoting reference No. CRE 346/65.

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Business names registered (A)	12 Feb. 1965
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– final (Q)	9 Apr. 1965
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	26 Mar. 1965
Board of Trade Regional Organization	16 Apr. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	5 Feb. 1965
British Commercial Representatives Overseas	19 Feb. 1965
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	22 Jan. 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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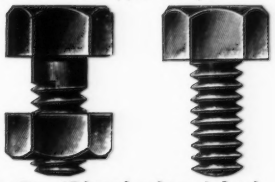

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